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Front cover photograph

In the packaging section at BSR Limited's Old Hill factory expanded polystyrene mouldings are pressed into position on record changer units. The firm exports 80 per cent of its total output, and the suppliers of e.p.s. mouldings on the Superslim range of record changers are Foley Packaging and Insulation Limited, Portsmouth.

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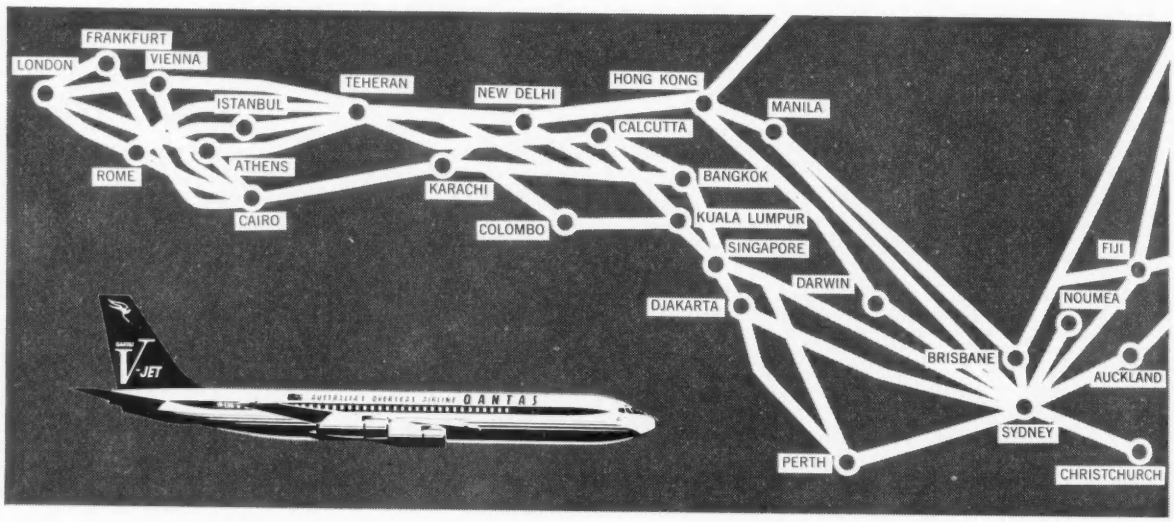

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EXPORTING TO THE UNITED STATES—6

The personal approach

by the Rt. Hon. Viscount Watkinson, PC, CH, chairman of the British National Export Council Committee for Exports to the United States.

The last in a series of six articles offering guidance to British firms seeking to take advantage of the tremendous opportunities offered by the United States market. Reprints of the series can be obtained from the Board of Trade, Commercial Relations Department (United States), 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877 Ext. 2404) or from Regional Offices of the Board (see page 375 for addresses).

PREVIOUS ARTICLES in the *Board of Trade Journal* have dealt effectively with the practical aspects of the United States market. This article deals with the more personal approach of chairmen, managing directors and their boards to the problems of commitment to manufacturing and/or marketing in the United States.

The first fundamental question is obviously 'why do it at all?' Exporting to the United States is not fun, it is very hard work involving considerable risk-taking. On the other hand, as most British boards of directors seek to take account of the national interest, there is obviously an element other than purely profit to be taken into account in their consideration of the pros and cons of the American market. For example, I had the maximum encouragement and support from the boards of Schweppes, the Midland Bank, and Consolidated Trust in taking over the chairmanship of the British National Export Council's Committee for Exports to the United States, although it was clearly recognized that much of the time that I would have to give to this work could not be of direct value to the companies concerned.

It is also generally agreed today by all political parties and the nation as a whole, that we are unlikely to be able to pay our way in the world without maintaining a vigorous and expanding export trade, so the answer to 'why do it at all?' is, firstly, that it is clearly in the national interest, and looked at from the standard even of pure self interest it is important to the reputation of a company that it should be seen to be backing causes such as exports that are clearly recognized to be in the broad national interest.

A company board, however, is the servant of the shareholders and exists to see that shareholders get a proper return on the money that they have invested in the business. Whilst therefore the national interest should be sufficient justification for exploring an overseas market, profit has clearly got to be the justification for a major commitment either in marketing or manufacturing.

This second answer to the 'why do it?' question is fortunately a very clear one so far as America is concerned. As previous articles have proved, here is the largest and most sophisticated market in the world and one that is wide open for British goods. Probably no export market at the present moment offers a better chance of profit-making than the United States. My own company has increased its mineral water business in the United States by more than four times since 1954.

Here then is a basis on which the board of any company which could sell to the United States and is not doing so can take a logical decision to enter the market, but this is only the beginning of the problem. As with most other problems, this one is more about people than about things.

Assuming then that a decision is taken to enter the market, or to step up existing activity there, there are still many aspects of the personal approach that need consideration if success is to be achieved. Here are some examples.

First, although one might imagine that the United States is one market, nothing could be further from the truth. People who live in Los Angeles have entirely different tastes and requirements from people who live in Chicago or New York or New Orleans, to name only a few of the 40 main conurbations which make up the United States market. This diversity of tastes and demands is daunting to some British manufacturers. In fact, it has many advantages – for example, a test market is easy to achieve in the United States, for nearly every major conurbation has its own network of television and radio stations, local newspapers, and so forth.

The Leicester Chamber of Commerce has been particularly active in sending to the United States missions representing a wide range of interests. This group is seen at Atlanta airport, which it visited in October last. While there, the members set up a display of their products in an hotel in the city for four days. Mr. H. L. Milliard, secretary and leader of the mission, is third from the right. The Chamber has just published a report on the mission.

The next problem is again about people. It is unwise to assume that the Americans and ourselves speak an identical language, but at least it is enough of a common tongue for us to understand clearly one another. This, and the bond of common heritage, law and culture, provide the British businessman with a unique platform in the United States which none of our other competitors in this market can command. I do not think that British businessmen take nearly enough advantage of this fact and there is often more promotional possibility in addressing those lunchtime meetings which are such a feature of the American scene, than in much detailed knocking on doors.

This means in its turn, however, that even the initial probe of the market must be conducted at a high level; the chairman or managing director preferably, but certainly at senior director level. At this level one can take advantage of the many platforms that

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the American way of life throws up. The British Information Services Centre in New York can be very helpful with advice in this regard, as can Consuls and their staffs in almost every major American city.

Pursuing this theme of the personal approach, when the actual details of a business deal can be discussed the average American businessman will expect to be dealing with a principal who does not require to refer back to his parent company in the United Kingdom for instructions. Americans like to be liked – as we all do – and much business association springs naturally from personal acquaintance. Here again, the British businessman has a notable advantage. We are on the whole popular with the Americans, our goods are thought to be of high quality and well styled, and there is a well-founded belief that Britain lives up to her commercial bargains.

Having said something about advantages for British businessmen in this market, it should be made quite plain that our competitors are well aware of this situation and are doing their best to overtake us in every sector. It is still true that the West German Volkswagen is by far the best selling imported motor car in the United States. The British Export Marketing Advisory Committee, which has been looking at the efforts of competing countries in this market for CEUSA, is likely to point to much greater professionalism on the part of the Japanese, the Italians and the West Germans in exporting to the United States, compared with much of the current British effort.

Let us therefore make no mistake, our present share of this market is at risk if we do not fight for it, yet our present share has to be increased if we are to balance the trade between our two countries.

But trade is not the only factor that calls for a closer personal approach to the United States market. It is necessary for the peace of the world that Britain and America should understand one another and that the association of our two peoples should become more intimate. In this regard businessmen are sometimes better ambassadors than politicians.

In the last two years we have made progress in America towards closing a large adverse balance of trade against Britain, but much more remains to be done if we are to keep the trade between our two countries reasonably in balance in our mutual interest. It is obviously necessary to this end that our relationship should rest on a basis of reasonable equality, despite the awkward problem of size differential between United States industry and British industry. This difference is particularly obvious when one looks at the more sophisticated technologies of space communications or supersonic air transport, or the mass production of motor cars.

SEMINAR ON EXPORTING TO THE UNITED STATES

The British Institute of Management and the British National Export Council Committee for Exports to the United States jointly organized a one-day 'Action Conference' on February 9, at the London Hilton, for businessmen interested in the United States as a market for their products. The theme of the conference was 'how best to achieve success and maximum profits with exports to the United States'. It dealt with the special marketing and selling techniques appropriate to the market.

The conference was run essentially as a discussion forum with maximum audience participation. The fullest possible opportunity was provided for existing and intending British exporters to raise questions and ventilate problems. These were dealt with by an eminent panel of British and American experts having extensive practical experience of marketing in the United States.

The conference was opened by HRH The Duke of Edinburgh.

A report of the conference will appear in the Board of Trade Journal, *on February 17.*

Copies of the series of six articles, 'Exporting to the United States,' published in the *Journal* in successive issues since January 6 and ending this week, were distributed to participants.

to name only three examples. Yet a relationship that left for America all the sophisticated technologies and for Britain only the more pedestrian forms of production would be wrong and damaging to the alliance.

This means that in our export mix so far as America is concerned we must have a reasonable proportion of advanced capital goods if we are to pay off our debts and fulfil our world commitments. Here is something that needs constantly re-inforcing to our American friends, not only by blowing our own trumpet, but by seeking by even better marketing to hold a reasonable segment of the American market for products such as aircraft, generating equipment and the like. This will not just happen naturally, but only if enough British businessmen are willing to recognize the need and to face tough competition and the efforts of American lobbyists in Washington. Here it should be remembered that strong backing from the British Embassy is available and that we also have the advantage of an American commitment to buy British goods if they are competitive to offset British purchases of United States aircraft.

In Britain's invisible exports lies another wide area of trade where the personal approach is of paramount importance. To take two examples, British financial services, such as insurance and banking, can and do earn large sums of money for Britain in America. Increasing numbers of American tourists are perhaps the best form of dollar earners that Britain has, and one hopes that the British Travel and Holiday Association which has done such a wonderful job in the American market, can further develop its current policy of indicating that there is more to see in Britain than beefeaters, baronial halls, and thatched cottages. Many more combined business and pleasure trips to Britain could be organized by British firms which have American customers.

Here there is an intensely fascinating personal task which arises from our country's need to capture a larger area of the American market. I have been extremely fortunate to have had three years as chairman of the BNEC Committee for Exports to the United States, with the backing of a first-class committee of expert businessmen. This has been a real team effort in which the BNEC, the Ambassador and all his staff in America, and the Board of Trade have all played a vital part. Our success has only been the extent to which we have persuaded many more British businessmen to make personal contact with the market.

I make no apology for representing this as a personal approach, for it has been the personal effort of those like the Ambassador, members of my Committee, and senior officials of the Board of Trade, that has brought more businessmen to a degree of personal involvement in this challenging and exciting market. There is still room for many more!

New telephone charges to the United States

SOME TELEPHONE calls to the United States cost 15 per cent less as from the beginning of this month.

Calls made to a specified telephone number, instead of a particular person, cost 16s. 8d. a minute (minimum three minutes), instead of £1 a minute (minimum three minutes) – a reduction of 10s. on the minimum time. Calls made to a particular person or extension are now charged at the new rate of 16s. 8d. per minute, but there is an additional fee of £1 10s. a call.

During the cheap rate period (10 p.m. to 10 a.m.) British time, (Monday to Saturday and all day Sunday) the charges for an ordinary call will be reduced from 15s. to 12s. 6d. per minute (minimum three minutes) and the personal call fee will be £1 2s. 6d.

The new system of charges, which brings the method of charging into line with that for calls to Europe, distributes the cost of providing the service more equitably between ordinary and personal calls, and is a necessary step towards subscriber dialling to the United States. The average length of a call to the United States is nine minutes, and for a personal call of this length the new charge will be the same as before. Calls to numbers rather than individuals will be appreciably cheaper.

The Post Office has for many years provided a transatlantic telephone service at a cheaper rate than in force from elsewhere, and the new rates will still be the lowest in operation between Europe and the United States.

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Mr. Kosygin's visit

MR. KOSYGIN, the Soviet Premier, who arrived in London on February 6, has had discussions with the Prime Minister and other Ministers this week.

Visits to Elliott-Automation at Boreham Wood and the Hunterston nuclear power station in Ayrshire are included in his itinerary.

Exports benefit from steadier prices

THE BENEFIT TO exports of the steadier price level of the past six months, due in part to the wage standstill, was commented on by Mr. James Callaghan, Chancellor of the Exchequer, at a meeting of the Cardiff Junior Chamber of Commerce on February 3.

Mr. Callaghan said: 'Our exporters have been able to make good use of the steadier price level. We have improved our competitive position in the world's markets, and I have been extremely impressed by the way in which many exporters have gone out with determination and skill to get more orders from overseas countries. They have been inspired to do this partly because the home market is not as easy as it was.

'But, leaving that on one side, British exporters are pulling their weight. The only trouble is that we want more of them from firms who have not yet embarked on selling abroad. Increased exports are contributing to putting our balance of payments right.'

Mr. A. Grigorenko (second left), instrument inspector from the Russian Trade Delegation, during a recent visit to the Plessey Environmental Laboratory at Titchfield, Hampshire, where he accepted the dielectric test set illustrated. The instrument was built by Plessey for Simon Carves Ltd., a member company of Simon Engineering Ltd., and will be used in a polythene plant now being built at Polosk, near Minsk, USSR. Also pictured are (left) Mr. R. Harrington, senior engineer, environmental laboratory, (second right) Mr. R. N. Dawson, deputy manager of the environmental laboratory and (extreme right) Mr. R. D. Coates, senior instrument engineer, Simon Carves Ltd.

Bulgarian delegation

THE ARRIVAL in London on February 6, of a top level trade delegation from Bulgaria marks the start of a 'concentrated effort' by the London Chamber of Commerce to increase Britain's share of the Bulgarian market.

The Bulgarian delegation, which is being led by Mr. D. Alexiev, Deputy, Minister of Foreign Trade, is having talks with the Bulgarian Section of the London Chamber on developing two-way trade.

The Bulgarians are interested in British capital goods and a tour of British industrial plant has been arranged for the delegation. This visit will be a useful prelude to the British Engineering Week to be held in Sofia from June 12-15. This specialized British Week, based on the lines of the highly successful Engineering Week held in Prague and Budapest, is being organized by the London Chamber of Commerce and the British Mechanical Engineering Federation, in conjunction with the Board of Trade.

The event will be followed by a London Chamber combined stand in the British Pavilion at the Plovdiv International Trade Fair, September 24-October 3. It is hoped that participation at Plovdiv will enable contacts made at Sofia to be developed, as full scale equipment can be shown and demonstrated. The Board of Trade have suggested that consumer goods should be shown at Plovdiv, in view of the expanding market in Bulgaria.

Mr. Douglas Jay, President of the Board of Trade, being welcomed to the annual luncheon of the USSR Section of the London Chamber of Commerce by the Chamber's President, Lord Erroll. The lunch, held on January 24, was also attended by Mr. K. Smirnovsky, Russian Ambassador. At the luncheon Lord Erroll announced that the USSR Section now had 1,314 members and was the largest organization in the Western World dealing with Russian trade.

Record ECGD business in 1966

WHILST EXPORTS last year rose 6½ per cent, the 'commercial' business insured by the Export Credits Guarantee Department increased by over 12 per cent – from £1,351 million in 1965 to £1,515 million in 1966.

The number of Comprehensive policies current increased during the year by a record 1,262 to 9,600, and the face value of these policies from £1,635 million to £1,892 million.

During the quarter ended December 31, 1966, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1964 up to a maximum of £178,836,989 in respect of guarantees ammounting to £283,047,341;

(b) under Section 2 of the Export Guarantees Act, 1949-1964 up to a maximum of £44,256,286 in respect of guarantees amounting to £45,211,643.

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Macy's luncheon introducing 'The Best of Britain'

MACY'S store in New York are to hold a promotion of British goods in November 1968 called 'The Best of Britain'. A luncheon was held at the Savoy Hotel, London, earlier this month to introduce this. At the luncheon was Mr. George Darling, Minister of State, Board of Trade, who spoke on behalf of his fellow guests. Part of his speech is reproduced here below:

'Macy's, whose guests we are today, is more than a famous store. It is an institution in the United States where, with its own and its associated company's 150 department stores, it covers the whole country and has an annual turnover of 719 million dollars.

'When, therefore, Macy's in New York, decides to 'go British' and to buy British in a big way in 1968, we can look for something quite out of the ordinary in the way of British store promotions.

'It might not be inappropriate to tell you something about the development of British store promotions overseas. These events, which aim at creating a British atmosphere and an acceptance for British goods not only in the stores concerned but in the surrounding towns, are unashamedly commercial. They set out to bring traffic through the store and they are undertaken by hard-headed businessmen who believe, with obvious justification, that they pay dividends in the way of increased sales.

'For our part it is in our interest to see that as much of this new buying as possible is of British goods and the Board of Trade has, for the past six years, maintained a department especially for the servicing of these and similar promotions overseas.

'It has been an amazingly rewarding operation, particularly in the United States where there has been a quite spectacular increase in our exports in the past five years. Clearly, of course, store promotions cannot be held to be wholly responsible for this increase but there is no doubt that they have contributed to it or that the United States is now our fastest growing overseas market.

'Our help to stores takes a number of forms and one of these is the facility for United Kingdom manufacturers working through a trade association or similar body to recover up to half the cost of approved advertising done overseas for officially supported British promotions. It is in the use of this facility particularly that Macy's will seek the help of British manufacturers. They will also help themselves for Macy's intend to double every bit of manufacturer/Board of Trade advertising expenditure. This means that United Kingdom manufacturers will receive four times the advertising value of their own expenditure and it is an opportunity that any firm anxious to sell in the United States market could hardly afford to miss.

'I may say at once that, for our part, we are ready to put all the resources at our disposal behind this project and already much preliminary work has been done.

'This is the first time since 1951 that Macy's in New York has undertaken a one-country promotion. Italy was featured in this way in 1951 and this produced an acceptability for Italian merchandise not only in New York but throughout the United States which still prevails. Without being unkind to anybody this is, of course, something we are doing our best to undermine!

'Such widespread acceptance of an overseas country's quality products is perhaps one of the greatest benefits to be had from a Macy promotion. Whatever proves popular in New York could be taken up by 150 stores throughout the whole United States and this could establish a demand which would far outlast the original promotion.'

Mr. Yunich, president of Macy's, stated in his remarks: 'The United Kingdom's thoroughly deserved and long established reputation for fine quality merchandise, for fair if not always advantageous pricing in competition with goods from other lands, and for exactitude with respect to filling orders correctly and on time, constitutes a healthy base from which Britain can move in order vastly to increase her share of market abroad.' He went on, 'I would suggest the primary ingredient on which emphasis should now be placed is the development of new, newsworthy merchandise with great built-in customer interest and appeal. I know that we at Macy's can work with the members of HM Government, the Board of Trade, manufacturers and associations of England, Northern Ireland, Scotland and Wales to do precisely that.'

Mr. John Blum, senior vice-president, sales promotion and public relations of Macy's presented the sales promotion programme developed to support the Festival. Mr. Blum disclosed the special plans for the presentation and promotion of merchandise from England, Northern Ireland, Scotland and Wales for Macy's Herald Square store and for the 13 other stores in the New York Division. He said the promotion would saturate a consumer market of approximately 20 million people and act as a showcase for retailers throughout the world. He also mentioned Macy's 109-year tradition and experience in buying in the markets of the world and the origination in 1951 by Macy's of the first major store-wide import promotion.

Pictured after giving a press conference in London to announce plans for a major store promotion to be organized by Macy's, the largest department store in New York, and sponsored by the Board of Trade are Mr. David Yunich (left), president of Macy's, and Mr. John Blum (right), senior vice-president. In the centre is Mr. G. Darling, Minister of State, Board of Trade. The promotion will be held in November 1968.

Mr. Blum further stated that, 'No stone would be left unturned in the effort to present and dramatize "The Best of Britain" not only in merchandise, but also in the cultural and travel excitement afforded by the United Kingdom.'

Both Mr. Yunich and Mr. Blum emphasized throughout their discussions that Macy's festival of Britain, though important in terms of immediate volume and interest, will be far more important as a catalyst for the achievement of a substantially higher level of annual business for the future.

Second EIA mission to N. America

FOLLOWING the 'overwhelming success' of a hard selling export mission to Toronto, Chicago and New York in May last year, 30 directors representing a wide variety of member companies of the Engineering Industries Association, will take off from London Airport on April 22 for a 16-day tour, this time taking in Chicago and Toronto only.

Products for sale by the mission, which has the backing of the British National Export Council, will include machine tools, side loaders, solenoid switches, health-ray lamps, reducing valves, diesel engines, X-ray equipment, gears, micro filters, educational aids, electronic equipment, electrical and band-sawing machines, etc., and some members, particularly those now chiefly engaged in component manufacture, will be looking for new products on a sub-contract basis.

The mission will also be visiting the American Society of Tool and Manufacturing Engineers' Conference and Tool Show (ASTME), Chicago (April 24-28), and the National Industrial Production Show of Canada (NIPS) (embodying the British Industrial Fair), Toronto (May 1-5), and will pay a weekend visit to EXPO '67 at Montreal, when they will be visiting the International Trade Centre there.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

ECE conference on EFTA opportunities

A TWO-DAY conference attended by more than 150 representatives of manufacturing industries was called in London on January 30 and 31 by the British National Export Council's Export Council for Europe with the object of discussing new trading opportunities created for Britain by the establishment of EFTA as the world's first free trade area. As briefly reported in the *Board of Trade Journal* of February 3 (page 264), after the opening session the participants were divided into five groups to study the new trading position as it affects soft consumer goods, consumer durables, mechanical engineering, electrical engineering, and scientific equipment. The groups came together again on the second day to report to the conference as a whole on their findings.

Group findings

Giving the conclusions of the conference's medical and scientific equipment group, Mr. J. A. Stafford, joint managing director, Rank, Taylor Hobson Ltd., and president of the Scientific Instrument Manufacturers' Association, said the most striking point that had emerged from discussions by his group at the conference was that we were being outsold in all territories by the Germans – sometimes on a ratio of two to one and in one case by 15 to one.

'We are being outsold on products which we sell successfully to Germany,' he said. 'The greatest shortcomings must be in the presentation of those products and in our representation in those territories. We are less ready than others to meet the special needs of the market and we give the appearance of being less thorough in our market research. We are less prepared to negotiate a little on price, and we have in some cases to break the "habit" barrier.'

Captain R. C. M. Duckworth, director of the British Mechanical Engineering Federation, who headed the mechanical engineering products group, said that our marketing in EFTA countries must be more aggressive and more sustained. Our principal EFTA competitor was West Germany. We had, in fact, increased our exports to West Germany. 'If we can export our own products to West Germany, surely there is no reason why we should not be able to meet them and beat them in EFTA countries,' he said.

We should take a hard look at our marketing methods. For instance, we must be quicker in submitting quotations: Western Germany sometimes produced tenders twice as quickly as British firms. There was a question of whether we should establish our own representatives or appoint agents in EFTA markets.

The conference had shown that we should be able to wrest more trade from German companies in Switzerland. Opportunities were very great for mechanical engineering. We had some of the best designers and some of the best machines and methods, he added.

Mr. Kenneth Wood, managing director of Kenwood manufacturing Co. Ltd., chairman of the durable consumer goods group, said that equipment went through six different test offices. The greatest possible pressure should be applied to have one central approval, so that we could go forward from the basic design and know it was going to be acceptable throughout EFTA. On furniture he said that Norway, Switzerland and Sweden preferred traditional British designs.

Mr. Edward Glendinning, managing director, Glendinning Brothers, the soft consumer goods chairman, said that EFTA businessmen felt 'marked irritation' at separation at passport control. 'They would suggest that EFTA countries should be treated in the same way as United Kingdom and Commonwealth passports when they arrive at passport control,' he said.

Young fashion, both for men and women, was clearly having a tremendous influence in Europe. This would help manufacturers to produce small quantities for the smaller market.

Some recommendations

Mr. Hector McNeil, chairman of the Export Council for Europe, said that, *per capita*, the total imports and exports of the partners in EFTA were higher than those of either the EEC or the United States. The inter-EFTA trade had increased by an average of nearly 12 per cent a year since 1959, compared with 5.6 per cent in the previous six years.

United Kingdom exports to EFTA countries represented about 14 per cent of Britain's total exports, but this was not large enough. There was an urgent need to pursue the speeding up of transport within EFTA countries, broken delivery promises were still in evidence and must be eradicated. Mr. McNeil said that the conference strongly recommended that there should be increased numbers and more regular visits by United Kingdom manufacturers to the EFTA markets.

On the training of students, apprentices and technicians, Mr. McNeil said the conference was of the view that much more could be done in this direction.

'Students' courses in universities and technical colleges are Government sponsored and largely devoted to students from the Commonwealth and under-developed countries. It is felt a much bigger percentage of this effort should be devoted to the EFTA countries,' he said. We lacked a single co-ordinating body, supported by government, to achieve this end. This should be formed and should pay particular attention to investment in trainees from our EFTA partners, he added.

EFTA and EEC

Mr. Michael Stewart, Secretary of State for Economic Affairs, was the speaker at a dinner given by the Export Council for Europe after the close of the conference on January 31. Speaking of the economic role of Europe in the future, Mr. Stewart said: 'The economic division of our continent is an anachronism which clearly cannot and, I am sure, will not persist. The choice facing Europe today is not whether EFTA and the EEC should join forces – join forces they will sooner or later – but whether Europe is prepared now to face up to the problem of competition from the super-economies – the United States now and the USSR in a little while – or whether she will adopt or be forced to adopt a "little Europe" mentality – inward-looking, protectionist, and autarkic. If Europe chooses to wait upon events rather than to anticipate them then we shall all be the poorer. The EEC needs EFTA just as much as EFTA needs the EEC for we are all part of Europe and are intimately bound up in the fate of Europe. Divided, Europe will remain weak; united, the potential is truly impressive. But let us be clear about one thing. As Mr. Wilson made clear at Strasbourg almost a week ago EFTA would contribute to the enlarged Community benefits comparable to those she would receive. Of itself the EFTA market is of great importance to some members of the EEC. Britain alone spends on technological research and development 70 per cent of the combined expenditure of EEC members. We would add almost 100 million more consumers and producers to the European market giving a total of some 270 million compared with 228 million for the USSR and 192 million for the United States. But head counting is not all. The rationalization and expansion of production would enable the enlarged Community to achieve very much more than either EFTA or the EEC could achieve separately. Europe would then be able to exploit her own inventiveness in terms of commercial output instead of being merely the research laboratory and pilot plant of the world. This is not a vision, Mr. Chairman, it is a fact which Europe, if she has the will, can achieve.'

The Export Council for Europe are at present compiling and assessing the findings of the conference and will in due course publish a full report for distribution to industry.

Revised EFTA documentation

REVISED EFTA FORMS and invoice declarations came into use on December 31, 1966 and exporters are asked to ensure that these are used, where appropriate, for exports to the EFTA countries. Delays and difficulties will occur in the importing countries unless this is done.

Supplies of the new forms, except the certificates of origin which are issued by authorized Chambers of Commerce, may be purchased from any branch of HMSO. The texts of the new invoice declarations are printed in Customs and Excise Notice No. 74, copies of which may be obtained from any Customs and Excise Office.

Inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2301/2).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Textile selling mission for Australasia

A TEN-MAN selling mission from the wool textile industry has just left Yorkshire for a month's tour of Australia and New Zealand to develop the industry's sales to these markets.

The visit has been arranged by the National Wool Textile Export Corporation, of Bradford, the industry's export promotion body, with the support of the British National Export Council. Previous wool textile selling missions have been to Japan, Hong Kong and South Africa.

The leader of the party is Mr. Edward Glendinning, managing director of Glendinning Bros. Ltd., Huddersfield.

Australia and New Zealand are the largest suppliers of raw wool to the British wool textile industry. In recent years United Kingdom purchases of Australian wool have averaged about £50 million a year and of New Zealand wool more than £30 million a year.

Because of import quotas British wool cloth exports to both countries declined substantially in the 1950's. Since Australia removed quotas late in 1962 sales have improved and were valued last year at £1.5 million. Quotas are still in force in New Zealand, whose imports of British wool cloth in 1966 also amounted to £1.5 million.

Food export drive to Australia

HOPING to expand Britain's share of Australia's food and drink markets, a nine-man trade mission, led by Mr. W. James Eastwood, export manager of C. Shippam Ltd., will visit Australia from February 22 to March 10.

The mission, one of the most high-powered ever to represent the food industries, is being organized by the year-old British Food Export Council, the constituent members of which are the Cake and Biscuit Alliance, the Cocoa, Chocolate and Confectionery Alliance and the Food Manufacturers' Federation. It has the full backing of the British National Export Council, with support from the Scotch Whisky Association.

British exports of food and drink to Australia are worth about £8 milion per annum, or some 16 per cent of the country's imports of these commodities. The object of the mission is to sell even more, and to discuss with agents and importers the best ways of doing this. The mission regards itself as an ambassador for the food and drink industries as a whole in Great Britain, and not merely for the companies it represents.

Although Australia is the focal point of the mission's activities it is, in fact, a world-wide operation. Members of the mission will be travelling separately to Australia and will be working en route in other markets – Hong Kong, the United States, Canada, New Zealand, the Caribbean and Africa.

Busy missions schedule for BNEC Australia

BNEC ARE considering an interesting range of trade missions to Australia and New Zealand during the next 12 months.

A nine-man selling group from the National Wool Textile Export Corporation (based on Bradford) left on February 8 for a seven-week tour of Australia and New Zealand. They will be closely followed by the Manchester Chamber of Commerce, from February 15-March 23. The London Chamber of Commerce, who leave on February 10, will go to New Zealand first, and arrive in Australia on March 11, the day after the Mancunians leave Australia for New Zealand.

These projects are already finalized and have been approved by BNEC for a 50 per cent grant towards basic travel and accommodation costs.

At least half a dozen other proposals for missions are being studied by BNEC Australia. These include two chambers of commerce, who hope to go to Australia in the autumn of this year; one consumer goods group; and three capital goods projects.

During 1965-66, BNEC sponsored seven missions to Australia. Australia's total import bill for last year was £1,175,797,000, of which Britain accounted for £303,500,000 or nearly 26 per cent. Britain's capital goods exports to this market totalled £165,716,000.

Pump manufacturers to Middle East

THE British National Export Council announce that an extensive tour of the Middle East, with particular reference to the Persian Gulf area, is to be made by nine members of the British Pump Manufacturers' Association. They will leave on February 24 and will be away just over three weeks. Financial assistance is being given by the BNEC. Among the places to be visited are Teheran (Iran), Baghdad (Iraq), Kuwait, Doha, Abu Dhabi, and Dubai. Certain members of the group will be making calls in Cairo, Abadan, Bahrein, and Dhahran (Saudi Arabia).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 18 *local offices in various parts of the United Kingdom. A list was given on page* 1366 *of the* Board of Trade Journal, *November* 25, 1966.

On January 18 *a press lunch was given at the St. Ermin's Hotel by the Food Manufacturers Export Council and BNEC Australia for the Food Trade Mission leaving for Australia on February* 22. *This picture shows the display of samples of merchandise to be offered by this Mission, plus a line-up of members of the Mission. Left to right are: Mr. W. J. Eastwood (Leader), S. Shippam Ltd.; Mr. O. S. Anderson, H. S. Whiteside & Co.; M. J. J. Amos, Britfish Ltd.; Mr. W. P. Bowman, United Biscuits Ltd.; Mr. B. E. Mountford, Idris Ltd.; Mr. R. W. Reid, Paterson's Scottish Shortbread Ltd.; Sir William Steward, Veeraswamy's Restaurant Ltd.; Mr. T. P. Wallace, J. H. Dean & Co. Ltd.*

Some export successes in 1966

AN ANALYSIS OF record United Kingdom exports in 1966 is given in the article on page 336 of this issue. Below, as a pendant to it, is a selection of export successes by individual firms and trade associations as shown in recent press releases sent in to the *Board of Trade Journal*.

Holland & Lewis (Holdings) Ltd., the cloth merchants, achieved during 1966 an export figure of nearly £2 million, representing close to 80 per cent of their total turnover.

Sixty per cent of the orders for rotary printing presses taken by **Timsons Ltd.** during last year and this year were from overseas. In addition, since last April orders 7½ per cent greater in value than the previous year have been received by the company.

Exports of Eclipse tools, manufactured by **James Neill & Company (Sheffield) Ltd.,** showed in 1966 an increase of 11 per cent over 1965, and accounted for 47 per cent of total sales. James Neill now exports £1¾ million of Eclipse products to over 120 countries, and in 1966 new records were achieved in 13 of these countries.

Record sales for the second successive year were announced by **Chrysler International Parts Division.** An increase of 21 per cent for the year just ended compared with 1965 was recorded in the 152 markets served by the organization outside North America.

World-wide factory sales of **Ford** tractors totalled 119,000 units in 1966 – 10 per cent up on the previous year. Over 55,000 were produced at the company's Basildon (Essex) factory for all world markets except the United States and EEC countries.

Direct exports of the **W. P. Butterfield Group** have risen from a value of £460,000 a year in 1964 to £979,000 in 1966; the group aims to achieve £1 million in 1967.

R. W. Spurrell Ltd., a member of the Five Oaks Group, increased its direct exports of small pressings for the car trade by 20 per cent in 1966. Orders were received from Germany, Belgium and the United States, and the firm hopes to increase these, as well as open new markets, in the coming months.

Rentokil products sold to 63 countries in 1966 included half a million packs of ready-to-use rodenticide, several thousand gallons of wood preservatives and enough concentrated rodenticide to make 700 tons of bait. Exports to the United States and South America increased, and for the first time the company sold pest control materials to Burma, Canada, Czechoslovakia, Malawi and Portugal.

World sales of **Perkins** engines, excluding those of overseas associates and licensees, during the four years 1963-66 have increased from £42.2 million to more than £53 million. The Perkins Engines Group's United Kingdom production in 1966 exceeded £40 million and sales world-wide, including subsidiaries, associates and licensees, reached a record total of £68 million. World production of Perkins engines from all sources totalled 350,000 units, including 240,000 engines made in Peterborough, and the United Kingdom production capacity has been increased to 1,500 units a day. Approximately 87 per cent of the production in the United Kingdom is being exported, either directly or in the products of other manufacturers, including about 60 per cent in direct exports.

At the beginning of 1967 412,841 **Triumph Heralds** had left the assembly tracks since the car's introduction to the market in 1959. Thirty-six per cent of these have gone to export markets – the Common Market area, United States, New Zealand and India being the chief countries to which the cars have been shipped either direct or in a 'knocked down' form for local assembly.

Airfix Products Ltd. have announced record overseas sales for 1966, when 30 per cent of total production was shipped abroad. Sales to the Argentine were up by 100 per cent on 1965, North American sales showed an appreciable rise despite increased competition, exports to two of Britain's main world competitors in toy production – Germany and Hong Kong – were up by 90 per cent and 25 per cent respectively, and the market for electric motor racing sets in Austria was increased by 50 per cent.

During the first week of 1967, sales to **Marconi Marine's** associates overseas topped the £200,000 mark. The largest individual orders received were from the company's Belgian associates, Société Anonyme Internationale de Telegraphie sans Fil, for VHF and direction-finding equipment to the value of £80,000, and from the Canadian Marconi Company for transistorized radar installa-

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tions to the value of £50,000.

The Agricultural Engineers Association Ltd. record that exports of British farm machinery last year hit an all-time record value of almost £179 million – more than £10½ million higher than the 1965 record figure. Sales of tractors and tractor parts on the overseas markets were worth £148½ million, £9 million higher than in 1965. With exports of other machinery rising by 5.3 per cent to £30.4 million, there was a total percentage increase of 6.3 per cent. Meanwhile, imports of foreign farm machinery dropped by 9.2 per cent to £30 million.

Provisional figures issued by the Statistical Department of the **British Cycle & Motor Cycle Industries Association Ltd.** show that total exports of motor cycles to nearly 200 markets last year reached a total of £13,225,000 – a 59 per cent increase on exports during 1965. When accessories and components are added to this figure, the total is expected to exceed £14.5 million.

BNEC investigate overseas markets

A PATHFINDER market investigation tour of the Canary Islands has been made by Mr. Jack Davies of the British National Export Council and Mr. R. W. W. Stanbury, chairman of G. B. Ollivant Ltd., from January 22 to February 2, calling at Las Palmas and Tenerife.

The Canary Islands currently spend a total of around £100 million on imports. Partly because of the boom in tourism, this figure is likely to increase steadily – total imports have in fact doubled since 1961. Britain's share of this market is at present only 11 per cent and she imports 50 per cent more from the Canaries that she exports.

BNEC report that particularly worthwhile prospects for British exporters are in construction equipment, water pumps, agricultural equipment, pharmaceuticals and a wide range of consumer goods including foodstuffs.

Trading prospects in Ghana will be investigated by Mr. J. B. Davies, Executive Secretary of BNEC Africa, who left on February 9, for a week's stay there.

In April a small mission will be going out to Ghana, organized by the United Kingdom Committee of the Federation of Commonwealth Chambers of Commerce and BNEC Africa. This group, which will be led by Mr. F. H. Tate, a vice-chairman of Tate & Lyle Ltd., will study immediate prospects of trade in the light of Ghana's export position, her import requirements and priorities, and her industrial and agricultural development needs. While he is in Ghana Mr. Davies will be working on preliminary planning for this mission.

'EFTA Bulletin' commemorates achievement of free trade

THE ACHIEVEMENT OF industrial free trade in EFTA is marked by a special issue of the *EFTA Bulletin*, published by the EFTA Secretariat in Geneva. The significance of this achievement is analyzed from different points of view: the extent to which particular firms have already been stimulated to increase their exports within the Area, the benefits which cutting EFTA tariffs have brought to 'the man in the street', the adjustments which are required if exporters are to make the most of their opportunities.

Comments on EFTA's progress, and in particular ideas on its future development, are contributed by political leaders, businessmen, trade unionists and university teachers from all the Member countries. Also included in this special issue is a comparative study of EFTA and the EEC, illustrated by numerous diagrams showing the relative strength and importance of the two groupings.

Copies of the *EFTA Bulletin* (January/February special issue) are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel.: Abbey 7877, Exts. 2479/2480).

British Trade Journal restyled

A COMPLETE RESTYLING marks the February edition of *British Trade Journal*, the 100-year-old export journal. The size is changed to Standard (10 in. by 7 in. type area), with a new masthead and new typography. Editorially, consumer goods will be separated from industrial goods in a self-contained section with its own cover matching the outer cover. Quarterly editions will continue to be published with *Industria Britanica* (issued in Spanish and circulating largely in Spain, Central and South America), and these issues will have three sections – *British Trade Journal* industrial, consumer goods and *Industria Britanica*.

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THE QUEEN'S AWARD TO INDUSTRY 1966

Removals from Register of Restrictive Trading Agreements

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register the following two agreements now subsisting between:

(i) the members of the Machine Tool Industry Research Association relating to the method of raising the Association's finances;

(ii) the members of the Association of Light Alloy Refiners and Smelters Ltd., who have agreed on the terms for settling accounts.

Section 12 of the 1956 Act provides that the Board of Trade may, upon representation from the Register, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board of Trade to be of no substantial economic significance.

Section 12(3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate, and this was done on February 2.

Notes:

The agreements to be removed from the Register relate respectively to the following:

(i) the Machine Tool Industry Research Association's method of calculating each member's annual subscription at rates which vary according to the member's annual turnover in respect of machine tools;

(ii) the Association of Light Alloy Refiners and Smelters, whose members have agreed on the rates to be offered for the prompt settlement of accounts and that goods supplied on monthly account should be supplied on 'strictly net' terms.

Eighty-six directions have previously been issued by the Board of Trade. The most recent of these appeared in the *Board of Trade Journal* on November 25, 1966 (page 1317).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 24.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.18	Barium oxide . .	As in previous column	. December 31, 1967	6956
28.48	Dihydroxyaluminium sodium carbonate.	As in previous column	. December 31, 1967	6929
29.35	Ethyl, 6, 7-di*iso*butoxy-4-hydroxyquinoline-3-carboxylate.	As in previous column	. December 31, 1967	6961

Proposal to remove import duty on certain recordings

THE BOARD OF TRADE give notice that they are considering a proposal to amend the tariff by raising a new sub-heading to heading 92.12, under which goods of the following description would be free of import duty:

Recordings not being recordings produced in quantity for general sale as so recorded.

Subject to the restriction as to quantity, this new sub-head would relate to recorded computer and seismic tapes, and magnetic tapes on which information has been recorded either visually or by way of sound.

Interested parties who wish to make representations on this matter should address their comments to the Board of Trade (Tariff Division), 1 Victoria Street, London, S.W.1, not later than February 27.

Gold used in manufacture of charms, tablets, etc.

HM TREASURY announced on February 6 that from that date the use of gold would be permitted for the manufacture in the United Kingdom of small gold charms, tablets, etc., provided that in all cases they weigh not more than five pennyweights and are worth not more than £2.

On the same date the Open General Import Licence was amended to allow the import of these gold articles. The amendment to the Open General Licence will be obtainable shortly from Her Majesty's Stationery Office.

Notes:

The import of gold medals, medallions, etc., and the use of gold for their manufacture in the United Kingdom was prohibited on April 27, 1966, as part of the closer control of gold and gold coins then introduced.

The minor relaxation now announced follows discussions with the trade. The limitations in weight and value confine it to very small articles.

The removal of the import restriction is in accord with international obligations.

Decimal Currency Board appointments

THE CHANCELLOR of the Exchequer, in a written Parliamentary Answer, has announced the appointment of members of the Decimal Currency Board, which is to prepare the country for the change to decimal currency in February 1971.

The names of the Chairman and Deputy Chairman were announced on December 12, in the White Paper *Decimal Currency in the United Kingdom* (Cmnd. 3164).

The Board has the following members all part-time:

Sir William Fiske	(Chairman)
Lord Erroll of Hale	(Deputy Chairman)
The Earl of Halsbury	Chairman, Committee of Inquiry on Decimal Currency, 1961-63
Mr. J. G. Bothwell	General Secretary, Transport Salaried Staffs Association
Mr. P. H. Dixon	Executive Director, British Tissues Ltd.
Mrs. E. M. Dodds	Member of the Board of the Co-operative Wholesale Society
Mr. B. W. Goodman	Vice-Chairman and Assistant Managing Director of Marks and Spencer Ltd.
Mr. E. J. N. Warburton	Vice-Chairman, Lloyds Bank Ltd.
Mr. J. H. Wiggins	Editor, South Wales Echo

At the first meeting on February 1, the Board discussed their future programme of work and decided to invite evidence from the organizations affected by the changeover and from members of the public. Persons or organizations wishing to submit evidence should do so in writing, and address their correspondence to the Secretary, Mr. N. E. A. Moore, Decimal Currency Board, Standard House, 27 Northumberland Avenue, London, W.C.2.

Monopolies report on infant milk foods

'A REPORT ON the supply of Infant milk foods' was published on February 8. Copies of the report are available from HMSO, 49 High Holborn, London, W.C.1. Price 5s. 6d., by post 6s. 1d.

Accident to Air Ferry Ltd. DC4 G-ASOG near Frankfurt

THE BOARD OF TRADE announce that Air Ferry Ltd. DC4 G-ASOG on a cargo flight from Manchester crashed near Frankfurt airport on January 21, 1967, at 0414 hours GMT. The crew of two were killed and the aircraft was completely wrecked and burnt out. The accident is being investigated by the Federal German Authorities, and Inspectors from the Board of Trade Accidents Investigation Branch are assisting in the German investigation.

Investigation so far has confirmed that the aircraft was making an ILS approach to runway 25R and that it struck trees 35 feet above ground level and crashed 2700 metres from the runway threshold. The weather conditions were cloud 2000 feet probably with patches at 300-400 feet in the approach sector, ground visibility about 2500 metres, slant visibility about 5 nautical miles, wind calm; the QFE was 1005 mb. The runway lighting and the approach lighting, which is of the cross-bar and centreline pattern, were illuminated.

The wreckage, including the remains of the aircraft radio installation and the flight instrumentation, is now being examined in detail. Preliminary examination indicated that two of the altimeters (one on the captain's panel and one on the co-pilot's panel) were set to QNH (1018 mb) and a third altimeter to the standard setting (1013 mb). There are no indications that the aircraft was on fire before impact and it appears the aircraft was in the approach configuration when it struck the ground.

Note:

ILS Instrument Landing System;
QFE Atmospheric pressure at aerodrome level;
QNH The setting placed on the sub-scale of an altimeter so that the instrument indicates the elevation of the aerodrome when an aircraft is on the ground at that aerodrome.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during January 1967 in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

Francis I. duPont (UK) Ltd., 80 Bishopsgate, London, E.C.2.
Slater, Walker Ltd., 8-9 Hertford Street, London, W.1.
Cedar Holdings Ltd., 16 Stratton Street, London, W.1.

Change of Address

Wakefield & Co., Westminster Bank Chambers, 77 High Street, Godalming, Surrey.

Exempted Dealers

Additions

Cassel Arenz & Co. Ltd., City Wall House, Finsbury Pavement, London, E.C.2.
Industrial Mergers Ltd., 7 Copthall Avenue, London, E.C.2.

Change of Address

Anglo-Continental Exchange Ltd., 120 Moorgate, London, E.C.2.
Central Mining Finance Ltd., 40 Holborn Viaduct, London, E.C.1.
Midland Trust Ltd., The, Moor Green House, Moor Green Lane, Moseley, Birmingham, 13.

The Southern Rhodesia (Prohibited Trade and Dealings) Order, 1967

THE Southern Rhodesia (Prohibited Trade and Dealings) Order, 1967, which was made by the Queen and laid before both Houses of Parliament on January 30, came into operation on January 31.

The purpose of this Order is to enlarge the category of persons who are subject to the Southern Rhodesia (Prohibited Trade and Dealings) Order, 1966, and the Southern Rhodesia (Petroleum) Order, 1965, in the sense that they would be guilty of offences against these Orders if they contravened their provisions.

Article 2(6) of the Southern Rhodesia (Prohibited Trade and Dealings) Order, 1966, provides that a contravention of the earlier provisions of that Article constitutes an offence if committed in the United Kingdom or Southern Rhodesia by any person or if committed anywhere in the world by:

(a) a citizen of the United Kingdom and Colonies who is ordinarily resident in the United Kingdom or a British subject without citizenship who is ordinarily so resident or a British protected person who is ordinarily so resident; or
(b) a citizen of Southern Rhodesia; or
(c) a body incorporated or constituted under the law of the United Kingdom or the law of Southern Rhodesia.

Similar provision is made by Article 4(2) and Article 6(6) of that Order. All these provisions operate, by virtue of Article 13(2) of that Order, as part of the law of Southern Rhodesia, as well as part of the law of the United Kingdom. Corresponding provision as regards persons and bodies belonging to British overseas dependencies is made by the Southern Rhodesia (Prohibited Trade and Dealings) (Overseas Territories) Order, 1967, the Southern Rhodesia (Prohibited Trade and Dealings) (Channel Islands) Order, 1967, and the Southern Rhodesia (Prohibited Trade and Dealings) (Isle of Man) Order, 1967. These Orders operate, of course, only as part of the law of the respective territories concerned.

It will be seen that neither the Order of 1966 nor any of the Orders just mentioned covered the activities in a foreign country of a United Kingdom citizen (or a British subject without citizenship or a British protected person) who is not ordinarily resident either in the United Kingdom or in one of its overseas dependencies. But such a person is a national of the United Kingdom and the United Kingdom Government is required by the recent Security Council Resolution to regulate his activities (so far as is relevant to the purposes of the Resolution) wherever they may take place. Moreover, there may be cases where a United Kingdom citizen (or a British subject without citizenship or a British protected person) who is ordinarily resident in an overseas dependency and not in the United Kingdom comes to the United Kingdom after having committed a contravention of the Order in some country or place other than the United Kingdom or Southern Rhodesia and is immune from prosecution either in this country (because he is not ordinarily resident here) or in his own territory (because the authorities of that territory cannot proceed against him without his being physically present there).

To meet these two cases which are thus not covered by the earlier legislation, Article 2 of the present Order amends Articles 2(6)(a), 4(2)(a) and 6(6)(a) of the Order of 1966 by deleting the words which require a United Kingdom citizen, British subject without citizenship or British protected person to be ordinarily resident in the United Kingdom before he can be prosecuted here for a contravention committed outside the United Kingdom or Southern Rhodesia.

Article 3 of the present Order and Article 1(2) of the Southern Rhodesia (Petroleum) Order, 1965, so as to bring the corresponding provisions exactly into line with those of the Order of 1966.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

New action to encourage expansion in the development areas

On February 7 the Board of Trade launched its first advertising campaign to attract firms to the Development Areas. The aims are:

(a) to make the Development Areas better known as locations for industrial or commercial expansion;

(b) to publicise all the financial and other help available from the Board of Trade, Ministry of Labour and other departments;

(c) to encourage firms to talk to the Board of Trade as early as possible when they are planning expansion, and to make use of the Board's advisory services.

In the six months to the end of July advertisements will appear in selected national and provincial papers, and business periodicals. These will invite firms to contact Industrial Expansion at the Board of Trade (1 Victoria Street, London, S.W.1. Tel. Abbey 7877, Ext. 3333, or Board of Trade Regional Offices). The campaign, which is expected to cost £100,000, is supported by a range of free explanatory booklets available from the same addresses.

It is Government policy to promote more efficient geographical distribution of economic activity by steering firms to the Development Areas. These areas were designated by the Board of Trade in August, 1966. They contain a fifth of Britain's working population and cover northern England, Merseyside and nearly the whole of Scotland, Wales, Cornwall and North Devon.

Firms moving to the Development Areas can apply for assistance under the Local Employment Acts. Assistance offered by the Board averaged £30 million in each of the financial years 1960/61 to 1963/64, £40 million in each of the last two financial years and reached £43 million in the nine months April-December 1966. Up to August 1966 these figures refer to firms moving to the smaller development districts which preceded the Development Areas.

Firms located in the Development Areas are eligible for a higher rate of investment grant on new plant and machinery. This applies to firms in the manufacturing, extractive and construction industries. For expenditure actually incurred in 1967 and 1968 rates have been increased by 5 per cent, so that they stand at 45 per cent in the Development Areas and 25 per cent nationally.

The Board of Trade controls new industrial building projects with over 5,000 sq. ft. of industrial floor space (3,000 sq. ft. in the Midlands, London and the South-East, where office developments of over 3,000 sq. ft. are also controlled). The Development Areas' share of industrial building schemes approved by the Board rose from 27 per cent in 1960 to 41 per cent in 1966. This has been largely at the expense of the South-East, whose share has fallen from 27 to 15 per cent.

Board of Trade's assistance praised

Tribute to the assistance and encouragement given by the Board of Trade Office for Scotland was paid by Provost W. W. Muir of Irvine, Ayrshire, at the opening of three new factories on the town's industrial estate on January 30. The opening ceremony was performed by Lord Clydesmuir, chairman of the Scottish Council (Development and Industry).

'The officials of the Board of Trade in Glasgow have been our allies, usually unseen,' said Provost Muir. 'And, of course, without the Board's financial assistance many of our industries would not have got off the ground.' Thanking the department, he used the words of the old-fashioned Burgess Ticket – 'thanks for the good deeds done and to be done.'

The three factories were the new plant of Scotboard Ltd., which is said to be the world's most up-to-date chipboard manufacturing plant; Flow Laboratories Ltd., who supply tissue cultures, media, sera and reagents for biological and biomedical research units and hospitals in Britain and Europe; and a new spare parts depot for Hyster Ltd., who manufacture fork lift trucks. The three developments mean an extra 200 jobs to Irvine, and bring the total of new industries on the Industrial Estate to 50 since December 1959 when the Town Council obtained possession of the former Royal Ordnance Factory, and the Provost emphasized that this was 50 not out when he reported that 22 of the factories have needed extensions, in some cases more than doubling the original space. The Estate gives employment to about 2,000 people.

Lord Clydesmuir complimented the Town Council on the success which had crowned their foresight in starting the industrial estate. Irvine, the site of Scotland's fifth new town, was the first in Britain to be set by the sea, and if current enterprise was any guide, it would surely flourish into a fine, substantial community. 'Your current enterprise is, I submit, the best possible guide to the potentialities of this area,' he concluded.

Hundred per cent expansion in NE factory

The SAB Brake Regulator Co. Ltd. are to expand their factory at the Aycliffe Industrial Estate, near Darlington, Co. Durham, by 100 per cent. This was jointly announced on February 6 by the company and the English Industrial Estates Corporation.

SAB Brake Regulator Co. Ltd., a subsidiary of SAB Bromsregulator in Malmo, Sweden, first occupied a 26,000 sq. ft. Board of Trade factory on the Estate in early 1964 for the production of brake equipment for railway wagons and carriages.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

This Dunmurry Industrial Estate, Northern Ireland (above), is one of six of its kind. Its picturesque setting belies its proximity to Belfast. The picture on facing page shows a luxurious entrance hall of a Northern Ireland Ministry of Commerce factory at Dunmurry.

Advance factories in Northern Ireland

THE NORTHERN Ireland Ministry of Commerce has on hand at present its largest ever programme of factory building – a total of 2¼ million sq. ft. While the bulk of the programme consists of new factories and extensions for individual firms, a large advance factory building programme is also being maintained.

Factories available

There are nine factories under construction, all of which will be completed during 1967. A further nine advance factories have already been completed and are available for letting. This gives industrialists a wide choice of location in an area which has a ready availability of first-class labour.

The Ministry of Commerce advance factories are built in sizes of 18,000 sq. ft., 30,000 sq. ft., 50,000 sq. ft. and 70,000 sq. ft.

In addition to these standard factories, the Ministry has extensively renovated and modernized an existing factory of 110,000 sq. ft. in Belfast; this should be of interest to an industralist wishing to get into production quickly and requiring a large area of factory space.

Advance factories now available are five of 18,000 sq. ft., two of 30,000 sq. ft., one of 50,000 sq. ft. and one of 70,000 sq. ft. The factories under construction include three of 18,000 sq. ft., three of 30,000 sq. ft., one of 50,000 sq. ft. and two of 70,000 sq. ft.

Low rents

The rents at 1s. 6d. to 2s. 9d. per sq. ft., depending on size and location, are the lowest in the United Kingdom. For attractive projects, lower concession rentals may be offered in the early years of the tenancy, including a rent-free period.

Finance assistance to industry

The standard investment grants in Northern Ireland are at the rate of 40 per cent on both new plant and machinery and buildings. For expenditure during 1967 and 1968, the rate has been increased to 45 per cent. These grants are available to manufacturing firms without any requirement of additional employment. For projects providing additional employment, the Ministry of Commerce is prepared to negotiate individual schemes of financial assistance. The amount of assistance depends on the type of industry, its location and the employment provided. Northern Ireland's need is for predominantly male employment and the proportion of male employment in a new project is an important factor in the amount of assistance offered. The Ministry of Commerce has indicated that, for an attractive project, assistance will be at the rate of 50 per cent over the next two years.

Inquiries

Inquiries about factory space, or about industrial development facilities in Northern Ireland generally, should be addressed to the Ministry of Commerce Chichester Street, Belfast 1. (Tel. Belfast 28271) or to the Ulster Office, 13 Lower Regent Street, London, S.W.1. (Tel. Whitehall 0651).

Can your product keep her coming back?

Today's market-place is a highly competitive arena. The consumer, faced with thousands of brands, has developed a highly sophisticated purchasing sense. For this reason, your product must have a plus. And perfume can provide this plus.

Perfume enhances a wide variety of consumer goods —from cosmetics to inks to facial tissues to insecticides. The right fragrance can form an intrinsic part of your product, sparking favourable consumer reaction time and time again. At PPL we are concerned with the *right* fragrance for your product.

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THE QUEEN'S AWARD TO INDUSTRY 1966

New Books

World Trade and Prospects for Ordinary Wine. General Agreement on Tariffs and Trade. (33 pages. 6s. 8d., by post 7s. 1d., from HMSO and Government bookshops.) Members of the GATT Secretariat who participated in a mission to Algeria organized by the International Bank for Reconstruction and Development during 1966, finding that there was no recent comprehensive study of world trade in wine, were themselves forced to assemble comparative data from national figures of production on production, trade and consumption. As wine is a commodity of considerable importance in the internal economics of a number of countries, and as it is traded internationally, it was decided that the material in the study of more general interest should be published as the GATT's *Trade Intelligence Paper No. 8.* The purpose of the study is to give indications on the possible evolution of world trade, which is discussed in the concluding section. As as background to this, factual information is presented, in text and tables, on production, trade, consumption, price levels, import regulation, import tariff levels, and the factors which influence the level of wine consumption in various countries.

The London Chamber of Commerce's programme of trade missions visiting overseas countries has given rise to two further publications in their series of *Surveys for businessmen.* In **Malaysia and Singapore** (26 pages. 8s., post free, from the London Chamber of Commerce, 69 Cannon Street, London, E.C.4) appears the report of a mission organized jointly by the London and Birmingham Chambers to two developing countries on the threshold of considerable economic expansion. Both countries, it is claimed, offer tremendous opportunities for British capital goods and services. The report presents information on the economic background and the plans for industrial development, and follows this with an assessment of the market for the British exporter with much practical advice. The concluding section contains brief notes on Sabah, Sarawak and Thailand (which was also visited). The mission to **The Netherlands** (27 pages, 8s., post free) was planned to follow up the very successful British Week held in Amsterdam in 1965, and thus do something towards maintaining the momentum which had been generated by that promotion. It consisted, therefore, of exporters of consumer products and of related services, such as banking, advertising, transport and industrial design. The report deals largely with practical matters concerning selling to the Netherlands, transport, the services offered by various business organizations, and comments and impressions gathered during the visit. Both reports have appendices containing basic statistics, useful addresses, and sources of further information.

Maintaining and Restoring Balance in International Payments, by William Fellner and others. (259 pages. Princeton University; London, Oxford University Press. 52s.) A series of meetings between academic economists and government officials of the Group of Ten and Working Party No. 3 of the Organisation for Economic Cooperation and Development culminated in a symposium held at Princeton in April 1966, at which the academics presented papers on the principles of restoring balance in international payments. The papers in this volume represented the revised versions of these papers. The primary purpose was to be of help to the officials of governments in their inquiry into the balance of payments problems, so essential in negotiations on the necessary improvements of the international monetary system. There are three overlapping comprehensive papers followed by fourteen papers on special issues.

Overseas Work Entrusted to Members. (255 pages. The Association of Consulting Engineers, Abbey House, 2 Victoria Street, London, S.W.1. 20s.) The January 1967 edition of this annual publication is now available and covers work in hand overseas at January 1, 1967, or completed in 1966 for which members of the association are responsible. The volume is in two parts, Section A lists the major overseas engineering projects and Section B lists investigations and reports. Under each section the arrangement is by type of project, e.g. airports, irrigation etc., and in Section A the following information is given: name of country, brief description of the project, member firm responsible, main contractors and the estimated cost. The total capital value of work described in the brochure is £1,416 million which represents an increase of £116 million on the previous year. There is high export potential when the contracts are let to British contractors and where this does not happen there is an export potential in terms of plant. As an insert, a pamphlet entitled **What is a Consulting Engineer?** describes, for those whose responsibility it is to promote engineering works, the consultant engineering profession and the services offered. Complementary to the main volume is the article on 'British construction work overseas' contributed annually by the Ministry of Public Building and Works to the *Board of Trade Journal* since 1955-1956. The latest one covers 1965-1966 and appeared in the issue for October 7, 1966, pages 874-877, and highlights some of the work being done overseas and the value of the contracts won by British contractors in this important export field. Attention is drawn also to consultancy work overseas and its importance with brief comments on the work of British architects, consultant engineers and quantity surveyors.

Shipping: The Next 100 Years. (39 pages. Available free from J. & J. Denning Ltd., 120 St. Vincent Street, Glasgow, C.2.) To mark the occasion of the centenary of the company, J. & J. Denning Ltd. commissioned this booklet, in which four independent experts predict developments in shipping matters over the next one hundred years. Professor Sturmey examines trends in shipping economics, J. M. Murray describes future developments of merchant ships, W. Kilchenmann predicts future developments of marine propulsion machinery, and N. Perry and R. Wilkie look at the future of management. This exercise in crystal ball gazing results in predictions of fully automated, crewless, nuclear propelled ships, plastic hulls, undersea pipelines, planned unemployment etc.

The Development and Structure of the Furniture Industry, by J. L. Oliver. (187 pages. Pergamon Press. 35s.) The author describes the growth of the furniture manufacturing industry, mainly in Great Britain and the United States, in its historical, economic, social and geographical setting. The structure of the industry is described from the time of the Renaissance to the present day and an examination is made of the organization of capital and labour within the industry. The book appears as volume 7 in the *Pergamon series of monographs on furniture and timber.*

Appraisal of Investment Projects by Discounted Cash Flow: Principles and Some Short Cut Techniques. Second edition, by A. M. Alfred and J. B. Evans. (71 pages. Chapman and Hall Ltd. 17s. 6d.) The first edition of this book was reviewed in the *Board of Trade Journal* of April 16, 1965, on page 835. In this second edition the examples and text have been modified to take account of the new investment grants system.

The Principles of Bankruptcy Law, by J. H. Thompson. (139 pages. HFL (Publishers) Ltd., 20s.) This book has been written primarily for the use of students preparing for the examinations of the Institute of Chartered Accountants and the Association of Certified and Corporate Accountants. The non-specialist may also find the book of some assistance as a means of reference on points of general principle. Bankruptcy law being based almost entirely on statute, the major part of the book is devoted to a consideration of the provisions of the Bankruptcy Act 1914 and the Bankruptcy Rules. In general the practice adopted is to state the statutory provisions verbatim, following this with some explanatory notes and a review of the cases in which these provisions have been interpreted, further cases being used to illustrate the practical application of these provisions. The more complex sections are introduced by a short summary of their main purpose and effects.

Corporation Tax, by Percy F. Hughes and T. L. A. Graham. (861 pages. Taxation Publishing Company Ltd., 98 Park Street, London, W.1. 65s., by post 69s. 6d.) "The introduction of corporation tax is... to be welcomed in that it is a single tax on the profits (including capital gains) of companies resident in the United Kingdom. Nevertheless... the retention of the old income tax rules [whereby the profits are to be computed] gives rise to a good deal of complication particularly during the transitional period from income tax and profits tax to corporation tax." Numerous examples are used to illustrate the next and to help practitioners and students. The appendices contain both the new legislation and the old in so far as this applies to the new system of taxation of company profits and income.

Other publications

EXPORT REBATES: SCHEDULE OF RATES. Goods Exported on or after 1st January 1967. Her Majesty's Customs and Excise. 34 pages. Available free from any Custom House or office of a Collector of Customs and Excise, or from Her Majesty's Customs and Excise, King's Beam House, Mark Lane, London E.C.3. *Notice No.* 435.

FACTS ABOUT MAN-MADE FIBRES. Issued by the British Man-made Fibres Federation. 10th edition. 20 pages. Available free from the Federation at Bridgewater House, 58 Whitworth Street, Manchester, 1.

FISHING NEWS DIRECTORY AND EQUIPMENT GUIDE 1967. Compiled and Edited by the Staffs of *Fishing News* and *Fishing News International* as a Service to the Fishing Industry. 184 pages. Arthur J. Heighway Publications Ltd., Ludgate House, 110 Fleet Street, London E.C.4. 30s.

HARPERS GUIDE TO THE SPORTS TRADE 1967. Compiled and Published by the Proprietors of Harpers Sports and Games. 250 pages. Harper Trade Journals Ltd., 22 Cousin Lane, London, E.C.4. 10s.

KEY TO CAPITAL GAINS TAXATION, edited by Percy F. Hughes and K. R. Tingley. 274 pages. Taxation Publishing Company Ltd., 98 Park Street, Mayfair, London, W.1., 25s., by post 25s. 10d.

TEACH YOURSELF READY RECKONER AND TABLES (DECIMAL CURRENCY EDITION), compiled by Eric A. J. Crofts. 252 pages. English Universities Press, 8s. 6d. ['specially prepared for every country using a decimal system of currency... tables have been included for those countries using non-decimal weights and measures'].

VEGETABLE OILS AND OILSEEDS, 1966. A Review of Production, Trade, Utilisation and Prices Relating to Groundnuts, Cottonseed, Linseed, Sova Beans, Coconut and Palm Oil Products, Olive Oil and other Oilseeds and Oils. Commonwealth Economic Committee. 239 pages. 10s., by post 11s., from HMSO and Government bookshops, or from the Commonwealth Secretariat, Commodities Branch, 10 Carlton House Terrace, London, S.W.1.

How we broke the ice for Prestcold in Sweden

If you have a tough export problem, Export Intelligence can help you too

AT THE END OF 1964 the International Division of Prestcold Ltd., of Theale, who make a large range of commercial refrigeration equipment, realised they were losing valuable business in Sweden because they had no first-class representation on the spot.

A call to Export Intelligence

As they didn't know of any distributors in Sweden they called Export Intelligence—the free Board of Trade service for exporters. We put them in touch with a number of Swedish distributors and provided them with detailed status reports on these companies. After some correspondence with these Swedish firms, Prestcold drew up a short list of firms who they thought could serve them best. The next step was to visit Sweden.

Introduction in Stockholm

Once again Prestcold got in touch with Export Intelligence and we arranged for the British Embassy in Stockholm to assist them with their visits. The help Prestcold got from the Embassy made it easy for them to decide what was the best approach to adopt when they met the short-listed distributors. The outcome? Well, Prestcold appointed a distributor who knew the ins and outs of commercial refrigeration and who had branches in the main commercial centres in Sweden. And now Prestcold condensing units provide the power behind many of the smart refrigerated sales cases in Sweden's retail establishments, as well as many other food storage installations. Since the appointment, Prestcold have built up a successful and close relationship with their distributor and business is starting to boom again in the Swedish market.

How Export Intelligence can help you

We can assist with your special export problems, point out your best overseas markets, introduce you to foreign agents and buyers and help plan a trip abroad for you. We can supply status reports on foreign firms, advise on Tariffs and Import regulations, see if your product suits foreign tastes, give details of overseas contracts out for tender, get you a free exhibition stand at overseas Trade Fairs and help with advertising costs. We can call on the advice of over 200 commercial teams abroad in British Embassies, Consulates and Trade Commissions. We can also advise on overseas marketing and advertising and help arrange publicity abroad, through the Central Office of Information, if your product has news value.

* * * *

These are some of the ways we can help you sell abroad. Our service is free, practical and confidential (the facts in this advertisement are published with the full approval of the International Division of Prestcold Ltd.). Telephone today, and take the first step towards increasing your business—and your success—overseas.

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, JANUARY 31

ECGD premium rates on aircraft

The President of the Board of Trade was asked whether he had considered reducing the premium charged by the Export Credits Guarantee Department for credit cover on aircraft deals, in accordance with the recommendation in the Plowden Report. Mr. Douglas Jay replied that he had. With the agreement of the Export Guarantees Advisory Council most premium rates had been reduced by an average of 15 per cent on May 9, 1966. Rates for sales of large capital goods, including aircraft, had been cut by rather more than the general average.

Shipping documents for United States authorities

What action, the President was asked, did he propose to protect the interests of the British shipping industry and of the right to trade freely on the high seas without interference by foreign governments claiming to extend their jurisdiction beyond limits traditionally recognized as desirable; and would he make a statement on the subpoena served on the Cunard Company by a United States Federal Court. Mr. Jay replied that the Shipping Contracts and Commercial Documents Act, 1964, gave the Government powers to protect the jurisdiction of the United Kingdom against encroachment arising from foreign requirements about shipping, or the production of documents or information. He would not hesitate to use these powers in appropriate cases. In the case of Thos. and Jno. Brocklebank Ltd., the company had been required by subpoena to produce commercial documents and information to the Federal Maritime Commission of the United States in proceedings entitled Ludlow Corporatnio v Calcutta East Coast of India and East Pakistan/United States Conference. Under the 1964 Act he had directed the company not to comply with this requirement in so far as it related to documents or information in the United Kingdom.

Paper consumption

Mr. George Darling, Minister of State, Board of Trade, answered a questioner who wanted to know what was the annual national consumption of paper during each of the past 10 years, not including paper used in building or plastics manufacture. Figures of consumption were available only for newsprint, he said. For other paper and board available figures related to home market deliveries by domestic producers, and imports, and did not take account of changes in stocks held by merchants and consumers. It was not possible to exclude paper used in building or plastics manufacture, but the figures in the table exclude building board. The figures which he then quoted can be seen in *Hansard*, column 92.

ECGD cover for aircraft

Asked whether the standard period of Export Credits Guarantee Department credit cover for all major aircraft types, including the BAC 1-11, had now been extended to 10 years, as recommended in the Plowden Report, Mr. Douglas Jay said: 'The Export Credits Guarantee Department is ready to offer cover on large civil jet aircraft, including the BAC 1-11, on terms providing for repayment of credit over 10 years from delivery for creditworthy buyers and markets.'

WEDNESDAY, FEBRUARY 1

Sweets and tobacco rpm

The President took two questions on resale price maintenance: would he make a statement on Government policy on resale price maintenance, in view of the recent controversy concerning sales of tobacco and sweets; and would he initiate discussions with manufacturing and retail bodies in the tobacco trade, with a view to amending legislation to ratify forthwith the existing resale price arrangements on cigarette sales.

'With permission, I will answer these questions together,' Mr. Jay said. 'It is too early to measure the full effects of the Resale Prices Act, 1964, although I am satisfied that it is introducing a measure of competition into retail distribution which is in the general public interest. In the circumstances I am not convinced that discussions about possible amendment of the Act would serve any useful purpose.'

No legislation on loan companies

Mr. Douglas Jay said in the Commons that he had no present intention of proposing to introduce legislation to regulate the business of loan companies and mortgage brokers.

Siting airports

'Separation from substantial residential areas but with accessibility to large centres of population are certainly two of the factors, if not always reconcilable at reasonable cost, which are relevant to the siting of major new airports,' said Mr. Mallalieu, when asked what recent consideration had been given to the need to site major international airports away from residential areas but accessible, by means of fast road-rail links, to large centres of population. 'These and other important factors have been in mind in considering the site of the third London airport.'

Aircraft noise

The President was asked if he would now make a statement about the Government's proposals to deal with aircraft noise. In reply Mr. Mallalieu reminded the questioner that during the aviation debate on November 21, the House had been informed of the main measures which were already in force, and under consideration, particularly in respect of the heavy traffic at Heathrow. He hoped to make a further statement in the near future about the proposal that noise should be included as a factor in the certification of aircraft.

Asked further if he would make a statement about the discussions he had had with local authorities on December 12 about aircraft noise, Mr. Mallalieu said: 'As the Press statement issued after the meeting made clear, assurances were given that supersonic and other new jet aircraft would have to comply with the present noise limits; that noise and height monitoring would continue; and that no increase in night jet operations would be permitted at Heathrow this summer.'

Asked if he was satisfied that the municipal ownership of city airports was in all cases in the best interest of the development of British aviation; and if he would make a statement, Mr. Mallalieu said that experience throughout the country indicated that the ownership of aerodromes by local authorities or consortia of local authorities had many advantages. He could see no grounds, at present, for a change of policy in this respect.

Import of machines

Mr. George Darling answered the question, 'How much was spent in each of the last five years on the import respectively of kidney machines and the machines known as one-armed bandits.'

'Neither kidney machines, nor machines known as one-armed bandits, are separately distinguished in the import statistics,' he said. 'The latter are included with coin or disc-operated amusement machines and parts thereof, the value of imports of which amounted to about £15 million over the past five years. In the same period applications received for remission of duty on imports of kidney machines and their parts costing in total £82,000 are a rough indication of imports of these machines.'

Finance for computer industry

The President was asked if he would state his policy on the provision of finance and the improvement of credit facilities to assist the computer industry in export markets. Mr. Jay replied that all the facilities of ECGD, including bank guarantees, were available to computer manufacturers to assist them in selling and leasing computers overseas, and the department was willing, if necessary, to consider ways of meeting any special needs of this industry.

Private industrial investment in 1967

Asked if he would publish the calculations on which he based his latest forecast that there would be no drop in private industrial investment in 1967, Mr. Jay said: 'Although the latest official inquiry shows that manufacturers expect lower investment in 1967, their forecasts took little or no account of the recent increases in investment grants. I hope that, with the realization that our measures justify long-term expansion and with the easier position of finance for investment, the outcome for 1967 will be better than forecast.'

Passenger handling at airports

Would the President give an assurance that the development of better airport arrangements facilitating the quicker progress of passengers will be contemporary with the new aircraft designed to carry an increased number of passengers, a member asked. Mr. J. P. W. Mallalieu, Minister of State, replied, saying that he could certainly give this assurance in regard to civil aerodromes owned by the Government. Other airport authorities were also working to this end.

Restrictive trading agreement

Asked why the Society of Motor Manufacturers and Traders had been required to register as a Restrictive Trading Agreement details of a circular, issued in accordance with Government policy, urging members to observe the Prices and Incomes Act, Mr. George Darling, Minister of States, said that the circular contained a recommendation that was registerable under the Restrictive Trade Practices Act 1956. Registration as such did not, of course, affect the continuance of the recommendation, and he understood that there was no likelihood of its early reference to the Court.

Effect of investment allowances on capital return

The President was asked if he would give examples showing the effect which the latest change in investment allowances would have on the rate of return on £100 capital invested in a specimen project or projects on a discounted cash flow basis and on a simple rate of return basis, respectively, on the assumption that the cash flow is £15 per annum. Mr. Jay gave the following tables, which show the effect on the rate of return, after tax and depreciation, of the temporary higher rates of investment grants, compared with the normal rates, in respect of £100 qualifying investment, where the gross profit arising from the investment, before tax and depreciation, is £15 per annum.

	Simple Rate of Return Basis %	Discounted Cash Value of Return (discounted at 7% p.a.) %
National		
Normal 20% grant	8·4	8·5
Temporary 25% grant	9·0	9·5
Increase	0·6	1·0
Development Areas		
Normal 40% grant	10·8	12·5
Temporary 45% grant	11·4	13·5
Increase	0·6	1·0

Notes on the tables

It is assumed that the investment of £100 is made by an established company in Great Britain in new machinery or plant which is eligible for investment grant, that its profits are subject to Corporation Tax at 40 per cent, and that full advantage can be taken of tax allowances at the earliest permissible date. The grant, and the first savings from annual tax allowances, are treated as received 18 months after the expenditure.

The plant is assumed to be retained for 10 years and then scrapped; and annual allowances for tax purposes, calculated on the reducing balance basis, are 15 per cent. The calculation of the 'simple rate of return' assumes that the plant is written off over its life, and relates the average annual return (after tax) to the average capital employed over the period of the investment. The general method employed to arrive at the calculation of 'discounted cash value of return' follows closely on that adopted in the National Economic Development Council publication *Investment Appraisal.*

Approaches to Heathrow

In the Commons, a member wanted to know what progress had been made with plans to make more use of an easterly approach by aircraft landing at Heathrow; and if the President would consider the possibility of widening the southern east-west runway 28L at Heathrow, thereby enabling aircraft to vary their approach route over London. Mr. J. P. W. Mallalieu replied: Proposals for greater use of easterly approaches had been studied and are kept under review, he said, but since this would also mean more take-offs to the east over densely populated areas such as Hounslow and Twickenham, the Board was not convinced that there would be any overall advantage. The possibility mentioned in the second part of the question had recently been considered by the British Airports Authority, and it appeared that, quite apart from the very heavy cost and possible need to destroy some 30 homes, the approach path would not be appreciably altered.

Davies Investments

In reply to a request that he place the list of companies associated with Davies Investments in the House of Commons Library, Mr. Douglas Jay said, 'Yes, Sir. I should perhaps add that the special manager appointed by the Court is protecting the assets of the Group and is co-ordinating the activities of the associated companies with a view to the continuation of their business.'

Cars at Canadian exhibitions

The President was asked what requests he had received for assistance for the exhibition of British motor cars at the Canadian National Exhibition; and what action he had taken. 'I have not received any requests for assistance in exhibiting motor cars at the Canadian National Exhibition,' Mr. Jay replied. 'We are helping the car industry with other exhibitions in Canada this year.'

Dairy products and EFTA

What effect will the abolition of tariffs between the European Free Trade Association countries have upon the price of dairy products imported from those countries, the President was asked. In reply Mr. Jay said that the recent elimination of protective tariffs between EFTA countries did not apply to dairy products.

Co-ordination of policy on development areas

The President was asked how his department ensured that any decisions taken to bring new employment opportunities to development areas did not run counter to the general economic policies being pursued by Her Majesty's Government and the declared objectives of the Little Neddies. Mr. Jay explained that one of the objects of attracting industry to development areas was to assist national growth by utilising resources now under-employed. His decisions on industrial location took full account of the Government's general economic policies and the objectives of the Little Neddies.

Criteria for building grants

A question was put in the Commons as to what criteria were used by the Board of Trade Advisory Committees in deciding to accept or reject applications for building grants or loans under the Local Employment Acts. Mr. Jay replied, saying that the Committee did not recommend acceptance unless they were satisfied that there were good prospects of the undertaking being carried on successfully and providing continuing employment for the development areas.

THURSDAY, FEBRUARY 2

Marketing courses for executives

The President was asked what plans were being made for further short-term marketing courses for senior British executives, at home or overseas. He replied: 'The National Marketing Council have today announced details of three courses in marketing which they have arranged for 190 executives of director status, to take place in the summer of this year:

(1) The British-American Management Course in Marketing is providing 100 places on a five-week course to be held at the Harvard University Graduate School of Business Administration under the direction of the International Marketing Institute.

(2) International Marketing Programme Ltd. is providing 50 places on a four-week course at Pembroke College, Cambridge.

(3) The European Institute of Business Administration is providing 40 places on a three-week course at Fontainebleau.

'Each course will be followed by a three-week tour of industry for which the Board of Trade will contribute half the cost of transport (including return transport to and from London) and half the cost of accommodation and subsistence at agreed rates. The British-American Management Course in Marketing will visit American firms, and the other two firms in the European Economic Community.

'The Government have also discussed plans for 1968 with the London and Manchester Business Schools. The Schools have explained that there is a substantial marketing element in their present twelve-week courses for post-experience students. They are also considering for next year shorter courses for senior executives devoted exclusively to marketing. The Government will continue to be in close touch with them on the development of their plans.'

Restrictive practices in the professions

Asked if the Monopolies Commission, in its investigation of alleged restrictive practices in the professions which are contrary to the public interest, would consider the professions in Scotland the President said the investigation would embrace the whole United Kingdom, but practices expressly authorized by Statute or Royal Charter would be excluded.

FRIDAY, FEBRUARY 3

Portuguese textiles

In reply to a question Mr. J. P. W. Mallalieu said that he understood that the report of the two-man delegation to Portugal to consider the question of competition in cotton and man-made fibre textiles would shortly be submitted to the Textile Council and that he would receive a copy as soon as it was available.

Finance of motor insurance companies

In reply to a question the President gave information about the capital of a number of motor insurance companies and brokers. (*Hansard*, column 185).

(*Continued at foot of next page*)

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1, or 423 Oxford Street, W.1

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Feb. 16	**Clothing, electrical and photographic equipment and general stores.**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcestershire.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053.)**

Clothing, including greatcoats, raincoats, jackets, blouses, trousers, khaki drill clothing, shirts, underwear, etc.; webbing equipment; footwear; brake parachutes; electrical equipment including motors, generators, transformers, invertors, regulators, rectifiers, battery chargers, floodlights, switches, lamps, etc.; photographic equipment including cameras, flash guns, exposure meters, epidiascopes, episcopes, film drying and multi-printing equipment, film and bromide paper, chemicals, etc.; RCA receivers; Lister diesel engines; general stores including fuel pumps, actuators, aircraft wheels, rubber dinghies, furniture, mattresses, trailer chassis, wooden cases and cradles and a large quantity of miscellaneous stores.

Feb. 21 & 22	**Heavy equipment, machine tools, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.**	**Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Three tons to 130 tons overhead DC electric travelling cranes by Craven, Babcock & Wilcox, Royce, Vaughan, Clyde and other manufacturers; 200 tons steel gantries; portable workshop cranes; lathes; grinders; blowpipe cutting machines; pipe bending machines; wheel grinders; polishing and buffing and shaping machines; arc welding machines; woodworking machines; transformers; generating sets; paint spraying compressor plants; Climax diesel forklift truck; universal testing machine 100-ton capacity; industrial auto trucks 1-ton capacity; pumps and motors; surface plates and tables; micrometers and verniers; motor vehicle spares; 30 ft. wood extending ladders; furniture including oak dressing sets; oak bookcases; single and double wardrobes; dining and folding chairs; adjustable armchairs; single and double beds; tables various; clothing and textiles including men's and women's raincoats; greatcoats; BD trousers and blouses; shirts various; sheets and pillows; mattresses; blankets; leather boots; shoes; tent inner and outer roof sections; marquee wall ends; mixed rags; old hessian, canvas, carpet, leather; crockery and glassware; cutlery, etc.; large quantity of miscellaneous hand tools and spares.

Feb. 28	**Technical equipment, miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square Bicester. (Tel. Bicester 2073.)**

Omega wristwatches; monoculars; miniature telescopes; compasses; stop watches, etc.; metal shearing machine; lathes; grinding machine; electric furnace; tilting crucible furnace; baling press; compressors; generators; fire fighting equipment including three Dennis self-propelled fire pumps; 27 Coventry Climax fire pump trailers; vehicle, electrical and radio spares; water containers; gravity roller conveyors; ladders; hand tools; nuts, bolts, screws, nails, rope, wire, etc.; boots; sleeping bags; netting, tarpaulins; furniture; cutlery; kitchen utensils, etc. and a large quantity of miscellaneous equipment.

Mar. 7 & 8	**Vehicles, machine tools and miscellaneous stores.**	**Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent. (Tel. Burton-on-Trent 5061.)**

Austin 'Champs'; Landrovers; 1- and 3-ton trucks and tractors; recovery vehicles; ½ and 1-ton trailers, etc.; Leyland 6-cylinder diesel engines; motor vehicle spares; miscellaneous aircraft spares; hydraulic aircraft servicing trolleys; motor driven vacuum pumps; electric motors; laboratory equipment; mobile compressors; portable electric and pneumatic hand tools; electrical and electronic equipment; Ottway telescopes; machine tools including H/D radial 'Knuckle Arm' routing machine; hydraulic bonding machines; 3½ in. and 8 in. SS and SC lathes; 18 in. and 30 in. diameter cold saws; single spindle vertical automatics; bearings; valves; cable; textiles and webbing pouches; and a large assortment of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

PARLIAMENTARY ANSWERS, *continued*

MONDAY, FEBRUARY 6

COI and international exhibitions

In reply to a question Mr. Mallalieu said that the Central Office of Information did not represent Great Britain at international exhibitions. It carried out design and production work for and provided management staff to supervise the installation and maintenance of the structural display and other features of the British section.

A provisional list of events for 1967 in which the COI is so involved is given in *Hansard* (cols. 240-254).

Night air traffic at Gatwick

A question was asked in what estimated increases in day and in night air traffic at Gatwick over each of the 10 years 1966 to 1975 the development of the airport was being planned.

Mr. Mallalieu replied: 'The BAA are now responsible for the development of Gatwick Airport. Estimates of Gatwick's traffic alone are affected by several factors that are hard to forecast, such as the volume of services transferred from Heathrow and, towards the end of the period, the use that may be made of a third London airport. We expect the total number of air transport movements at the London Airports to increase by an average of between 3 per cent and 6 per cent a year over the period in question.'

In reply to another question, Mr. Mallalieu said he would not expect air traffic at Heathrow to reach saturation point during peak seasons before 1969.

Mergers referred to Monopolies Commission

Asked if he would list the mergers referred by him to the Monopolies Commission, indicating, in each case, the date of reference, the date of the Commission's report, his own decision, and whether the reference was made under section 6(1)(*b*)(i) or section 6(1)(*b*)(ii) of the Monopolies and Mergers Act 1965, the President gave the following table and added: 'The Commission found that proposals (1), (3) and (4) were not against the public interest but they recommended that proposal (2) should not be allowed. In every case I have accepted the conclusions of the Commission.

'In addition, I referred to the Commission, under Section 8 of the Monopolies and Mergers Act, the proposal to bring *The Times* and *The Sunday Times* under common ownership. This reference was made on September 30; the Report was received by me on December 15; and it was published on December 21'.

References made to the Monopolies Commission under the Monopolies and Mergers Act, 1965

Proposed Mergers	Reference to the Monopolies Commission	Receipt of Report by the Board of Trade	Announcement of decision	Section of the Act under which Reference was made
1. British Motor Corp. Ltd. – Pressed Steel Co. Ltd.	August 20, 1965	November 26, 1965	December 7, 1965	6 (1) (b) (ii)
2. Ross Group Ltd. – Associated Fisheries Ltd.	February 3, 1966	May 2, 1966	May 24, 1966	6 (1) (b) (ii)
3. (i) Dental Mfg. Co. Ltd. – Amalgamated Dental Co. Ltd., and (ii) Dentist Supply Co. of New York – Amalgamated Dental Co. Ltd.	February 10, 1966	July 18, 1966	August 11, 1966	6 (1) (b) (ii)
4. Guest, Keen & Nettlefolds Ltd. – Birfield Ltd.	July 12, 1966	December 22, 1966	January 12, 1967	6 (1) (b) (i) and 6 (1) (b) (ii)
5. British Insulated Callender's Cables Ltd. – Pyrotenax Ltd.	December 7, 1966	Not yet received	—	6 (1) (b) (i)

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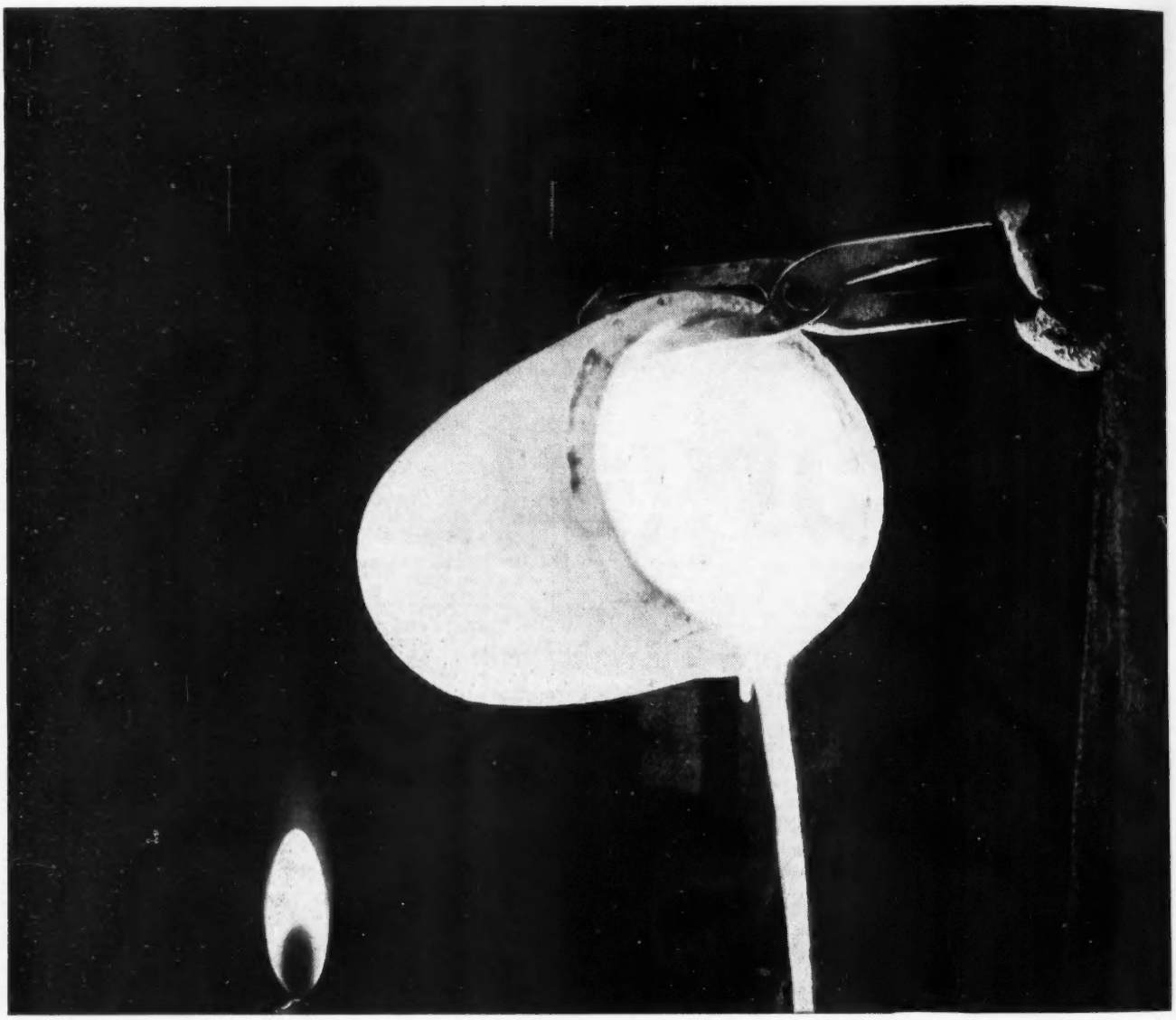

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HIGH SPEED GAS

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	158	127	166	190	156	+332	+202	+19	+43
1966						109									
1965															
1st quarter	128	132	152	146	127	108	160	131	166	193	157	+ 49	+ 29	—10	+ 9
2nd quarter	127	131	153	145	124	107	158	122	170	187	157	+ 92	+ 80	— 5	+ 3
3rd quarter	128	132	155	149	125	108	157	128	158	190	153	+126	+ 75	+21	+17
4th quarter	129	133	157	151	126	109	159	128	168	190	155	+ 65	+ 18	+13	+14
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	154	+ 70	+ 42	N/C	+19
2nd quarter	129	133	161	156	128	110	159	124	166	184	164	+ 62	— 10	—15	+26
3rd quarter	129	134	158	156	126	109	161	129	158	182	171	+102	+105	+20	—15
4th quarter						109									
1966															
June		132				109									
July		135				110									
August		135				109									
September		132				108									
October		131*				108									
November		129*				109									
December						109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1966			136·9	+3·9	114·5*	133·0*	168·4	325	255		158	155	
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 37
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—107
3rd quarter	159	109*	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 58
4th quarter			138·6	+3·8	113·2*	133·6*	169·8	417	206		147	163	
1966													
June	161	127	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	160	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109*	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	157*	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155*	107*	138·8	+4·0	113·3*	133·6*	169·8	424	201		137	169	
December			139·0	+3·7	112·8*	133·6*	169·8	449	200		157	158	
1967													
January								454	191				

*Provisional. †Not seasonally adjusted.

United Kingdom trade in 1966

Provisional figures for December appeared in the Board of Trade Journal *dated January 20.*

Exports

1966 was another good year for United Kingdom exports. Despite the disruption caused by the seamen's strike, the total increased by 6½ per cent in value to £5,042 million. This followed an increase of 7 per cent between 1964 and 1965. The increase over the last two years, of 14 per cent is the highest increase in any two year period over the last decade and a markedly higher rate than the average increase of 4½ per cent a year between 1954 and 1964. Last year the increase of about 3½ per cent in export prices was significantly higher than the long-term rate of increase and the volume increase of some 3¼ per cent contributed less to the increase in value than in 1965. Over the two year period the increase in volume was 8½ per cent compared with an increase of slightly under 3 per cent a year over the past decade.

The seamen's strike, which lasted from mid-May to the end of June, led to a very low figure in June and a somewhat reduced total in July. There followed a strong recovery although there may well have been some once-for-all losses which will not be regained. The effects of the strike make it difficult to judge with confidence the trend of exports in the course of 1966, but the good figures in the fourth quarter point to a significant increase in the level since the beginning of the year.

In the last two years the value of world trade in manufactures (manufactured goods account for four-fifths of United Kingdom exports) was growing faster than the average rate of 8½ per cent a year in value experienced over the decade 1955 to 1965. World trade in manufactures increased by 11½ per cent between 1964 and 1965, and in the first eight months of 1966 is estimated at about 11½ per cent higher than in the same period of 1965.

United Kingdom exports of manufactures were 7 per cent higher last year than in 1965, compared with an increase of over 8 per cent in 1965 over 1964. Last year exports of a wide range of manufactures continued to show strong rates of growth and it was a particularly good year for deliveries of ships and aircraft. Most types of machinery exports continued to expand and exports of most categories of consumer goods also showed increases.

The increase in United Kingdom exports over the last two years owes much to the rapid rise in shipments to the United States; the increase was over 50 per cent and the proportion of total exports going to that market rose from 9 to 12½ per cent. Western Europe remained one of our most important markets in 1966 and took a slightly increased proportion of our exports compared with 1965. Up to September exports to Western Europe showed little indication of underlying growth. Although the seamen's strike makes any close analysis difficult, it appears that exports to EEC countries, particularly Belgium and Germany, fell in the middle of the year, but there were indications of a recovery to both EFTA and EEC in the last quarter of 1966.

The overseas sterling area countries took less of our exports in 1966 than in 1965 (Rhodesia is excluded from the sterling area for all comparisons). This fall was largely due to a lower level of demand generally by the developed overseas sterling area countries. Our exports in 1966 to developing overseas sterling area countries showed a slight increase. Exports to the Soviet Union and Eastern Europe in 1966 continued the expansion of 1965, and were well above their previous high level in 1963. Exports to Japan revived last year to grow by nearly 30 per cent from their low level in 1965.

Imports

Imports showed a moderate increase in 1966. The increase in value was 3½ per cent but part of this was attributable to higher prices and the increase in volume was about 2½ per cent. There had also been only a small rise in imports of 1 per cent in 1965. These increases in the last two years were considerably lower than the average increase over the past decade. They reflected the effects of both the temporary import charge and the Government's economic measures.

The underlying trend in imports during the year became obscured as a result of the seamen's strike during May and June, the effects of which on imports continued up to about September.

Table 1. Annual totals

£ million
(percentage change on a year earlier)

	Exports f.o.b.	% change	Imports c.i.f.	% change	Re-exports f.o.b.	% change
1957	3,374	*+5*	4,139	*+ 5*	130	*— 9*
1958	3,250	*—4*	3,834	*— 7*	141	*+ 8*
1959	3,423	*+5*	4,087	*+ 7*	131	*— 7*
1960	3,648	*+7*	4,655	*+14*	141	*+ 8*
1961	3,796	*+4*	4,546	*— 2*	159	*+13*
1962	3,905	*+3*	4,628	*+ 2*	158	*— 1*
1963	4,211	*+8*	4,983	*+ 8*	154	*— 3*
1964	4,412	*+5*	5,696	*+14*	153	*— 1*
1965	4,728	*+7*	5,751	*+ 1*	173	*+13*
1966	5,042	*+7*	5,954	*+ 4*	194	*+12*

Table 2 (A). United Kingdom trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1964.	368	475	13	—45
1965.	394	479	14	—23
1966.	420	496	16	—12*
1965 1st quarter	383	458	13	—14
2nd quarter	381	485	13	—41
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—12
1966 1st quarter	414	507	16	—26
2nd quarter	394	495	16	—36
3rd quarter	425	513	16	—24
4th quarter	443	470	17	+28*
July	408	527	14	—50
August	440	524	17	—19
September	429	491	15	— 4
October	442	478	18	+30*
November	459	437	16	+78*
December	425	507	16	—22*
July-Sept.	425	513	16	—24
Oct.-Dec.	443	470	17	+28*

*Estimated.

Table 2 (B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
October	442·4	479·2	18·1
November	495·6	454·3	17·0
December	434·6	500·3	16·2

Over the first nine months of the year imports on average were 5 per cent higher in value than the 1965 rate. In October and November there were abnormally low figures in advance of the removal of the temporary import charge at the end of November. There was a substantial increase in December but only to about the average level of the first nine months, even though the total included some arrears of imports postponed until after the charge was lifted. Imports of goods not subject to the charge were showing signs of decline in the closing months of last year and it seems clear that the Government's economic measures were having a restraining influence.

The increases in imports in 1966 were largely confined to semi and finished manufactures. There was only a small increase in value in the food, drink and tobacco category and in fuels, while basic materials imports were lower.

The fall in basic materials developed in the course of the year, with the rate over the first nine months some 2 per cent down on the 1965 average, and further decline of 7 per cent in the fourth quarter. Prices of basic materials for the year as a whole were higher than the 1965 average but were falling during the second half-year. Import prices of fuel were falling throughout last year (continuing the adjustment by oil companies of landed prices begun in 1965) and this largely offset the continued rise in volume of these imports. The food, beverages and tobacco category showed some increase in the first nine months of last year but fell back in the fourth quarter.

The increase in imports of manufactures last year affected a number of categories, both semi-finished and finished. A substantial rise occurred in the value of non-ferrous metal imports largely on account of higher copper prices. Most other manufactures were subject to the import charge up to the end of November. (An analysis showing seasonally adjusted estimates of imports of non-chargeable and mainly chargeable goods by broad commodity groups is given in Table 17). The charge was at the rate of 15 per cent when introduced in October 1964 and was reduced to 10 per cent at the end of April 1965. A good part of the increase in imports of chargeable goods last year, and indeed since the charge was introduced, was in machinery, reflecting the high level of fixed investment. Imports of consumer goods also showed some increase last year after the reduction in 1965, but the net increase over the two years 1964-1966 was at a greatly reduced rate compared with the strongly rising trend in this category over the last decade.

(*Continued on next page*)

Table 3. United Kingdom exports by areas and countries

£ million f.o.b.
(*percentage change on a year earlier*)

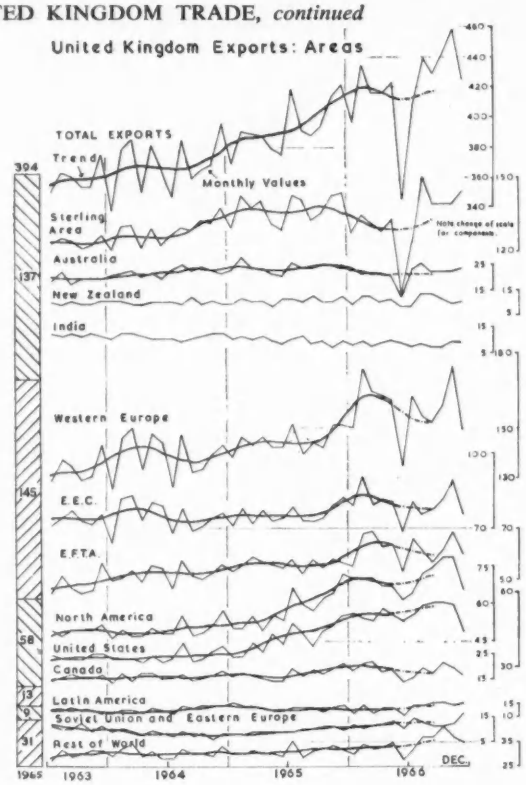
	Year 1964	Year 1965	Year 1966
Non-Sterling Area:			
North America	594·2(+ 7)	700·1 (+18)	840·6 (+20)
Canada	187·7 (+ 8)	200·6 (+ 7)	214·9 (+ 7)
United States & Deps.	406·5 (+ 6)	499·5 (+23)	625·6 (+25)
Western Europe	1,666·4(+ 6)	1,736·7 (+ 4)	1,894·3 (+ 9)
EFTA (including Finland)	622·5(+12)	666·8 (+ 7)	739·6 (+11)
Finland	64·7 (+20)	71·9 (+11)	75·3 (+ 5)
Sweden	198·2 (+17)	219·5 (+11)	230·1 (+ 5)
Norway	86·4 (— 9)	86·1 (— 0)	106·8 (+24)
Denmark and Greenland	118·9 (+13)	124·7 (+ 5)	134·1 (+ 8)
Switzerland and Liechtenstein	87·1(+17)	89·4 (+ 3)	105·2 (+18)
Portugal, Azores and Madeira	36·1 (+14)	40·6 (+12)	47·3 (+16)
Austria	31·0 (+10)	34·6 (+12)	40·8 (+18)
EEC	898·5 (+ 3)	904·8(+ 1)	955·9 (+ 6)
Western Germany	221·6 (+ 3)	255·0 (+15)	253·0 (— 1)
Netherlands	196·3 (+15)	193·1 (— 2)	196·3 (+ 2)
Belgium and Luxembourg	162·8(+15)	170·6 (+ 5)	181·9 (+ 7)
France	187·9 (+ 3)	177·2 (— 6)	196·8 (+11)
Italy	129·8 (—21)	108·9 (—16)	127·9 (+17)
Other Western Europe: Spain, Canary Islands and Spanish Ports in North Africa	75·2 (+10)	95·5 (+27)	112·2 (+18)
Other	70·2 (— 1)	69·6 (— 1)	86·6 (+24)
Soviet Union and Eastern Europe	99·4 (—20)	113·4 (+14)	146·3 (+29)
Soviet Union	38·0 (—32)	46·9 (+23)	49·7 (+ 6)
Other	61·4 (—10)	66·5 (+ 8)	96·6 (+45)
Latin America	150·5 (+ 6)	158·7 (+ 5)	159·2 (+ 0)
Venezuela	22·9 (+14)	24·7 (+ 8)	23·5 (— 5)
Argentine Republic	27·6 (+10)	26·8 (— 3)	23·1 (—14)
Other	100·0 (+ 3)	107·1 (+ 7)	112·6 (+ 5)
Other Non-Sterling	363·4 (+ 4)	371·9 (+ 2)	408·8 (+ 1)
Middle East	183·6 (— 1)	186·0 (+ 1)	198·9 (+ 7)
Israel	53·0 (+19)	52·8 (— 0)	51·9 (— 2)
Africa	38·2 (+20)	35·6 (— 7)	33·0 (—51)
Asia	121·1 (+ 8)	123·7 (+ 2)	150·1 (+21)
Japan	58·6 (+15)	50·6 (—14)	64·7 (+28)
Extra European Possessions of European Countries	20·5 (+ 4)	26·6 (+30)	26·7 (+ 0)
Total Non-Sterling	2,874·0 (+ 5)	3,080·7 (+ 7)	3,449·3 (+ 11)

TABLE 3, *continued*

	Year 1964	Year 1965	Year 1966
Sterling Area:			
Commonwealth Europe	28·5 (— 8)	31·8 (+12)	33·5 (+ 5)
Cyprus	11·1 (—27)	15·5 (+40)	16·5 (+ 6)
Other Western Hemisphere	81·0 (+11)	86·8 (+ 7)	92·3 (+ 6)
Jamaica	23·5 (+21)	23·3 (— 1)	23·7 (+ 2)
Trinidad	24·3 (+ 0)	25·0 (+ 3)	23·3 (— 7)
Australasia and Pacific	381·4 (+ 7)	414·6 (+ 9)	388·4 (— 6)
Australia	256·8 (+ 9)	281·4 (+10)	255·5 (— 9)
New Zealand	117·4 (+ 2)	125·0 (+ 6)	126·1 (+ 1)
Commonwealth Asia	335·9 (— 2)	342·0 (+ 2)	328·1 (— 4)
India	128·9 (— 7)	114·1 (—11)	95·5 (—16)
Pakistan	44·2 (+ 5)	50·4 (+14)	52·6 (+ 4)
Ceylon	19·9 (—13)	18·9 (— 5)	23·3 (+23)
Malaysia	(1)	(1)	50·5
Singapore	84·2 (— 2)	92·3 (+10)	39·6 (— 2)
Hong Kong	57·8 (+ 5)	65·0 (+12)	64·9 (— 0)
Commonwealth West Africa	118·8 (+ 2)	125·8 (+ 6)	108·3 (—14)
Sierra Leone	12·8 (+15)	10·3 (—20)	9·5 (— 8)
Ghana	33·6 (—13)	40·7 (+21)	30·0 (—26)
Nigeria	70·8 (+ 8)	72·6 (+ 3)	66·4 (— 9)
Other Commonwealth Africa	97·4 (+ 4)	110·7 (+14)	106·8 (+35)
Zambia		15·1	26·3 (+74)
Malawi	40·6 (— 0)	(2) 3·5 (+23)	6·0 (+70)
Rhodesia		31·5	
Tanzania	9·9 (— 7)	11·0 (+11)	14·9 (+35)
Kenya	32·9 (+ 9)	34·3 (+ 4)	43·4 (+27)
Mauritius	7·3 (+12)	6·2 (—15)	5·4 (—13)
Commonwealth Middle East	28·9 (— 4)	30·4 (+ 5)	30·3 (— 0)
Aden	12·9 (+ 3)	13·9 (+ 8)	13·2 (— 5)
Bahrain	7·6 (+ 1)	8·7 (+14)	7·6 (—12)
Non-Commonwealth Middle East	47·2 (— 0)	51·1 (+ 8)	66·6 (+31)
Libya	17·6 (+14)	21·8 (+24)	28·8 (+32)
Jordan	8·8 (— 2)	8·3 (— 6)	9·0 (+ 8)
Kuwait	19·2 (—12)	18·8 (— 2)	25·8 (+37)
Other Sterling Area	418·6 (+12)	454·1 (+ 8)	438·5 (— 3)
Irish Republic	165·5 (+11)	175·8 (+ 6)	179·1 (+ 2)
Iceland	6·0 (— 2)	6·9 (+15)	7·4 (+ 8)
Republic of South Africa	236·2 (+15)	261·4 (+11)	242·4 (— 7)
South West Africa	2·6 (+63)	2·1 (—19)	1·5 (—30)
Burma	8·3 (—19)	7·9 (— 5)	8·2 (+ 4)
Total Sterling	1,537·6 (+ 5)	1,647·3 (+ 7)	1,593·0 (— 1)

(1) Separate figures not available for 1964/65.
(2) Separate figures not available prior to 1965.
Trade to Rhodesia has been included with Africa Other Non-Sterling as from January 1966.
Percentage changes have been calculated on comparable figures.

UNITED KINGDOM TRADE, *continued*



Imports of chemicals were a little higher than in 1965 and about one-sixth higher than in 1964, but imports of other semi-manufactures, though they recovered to some degree last year, remained below the 1964 rate.

Trade balance

The visible trade deficit, on a balance of payments basis, is estimated provisionally at £12 million a month in 1966, compared with £23 million a month in 1965 and £45 million a month in 1964. The continued strong growth in exports, together with only a moderate rise in imports, contributed to this improvement. During the first nine months of the year the trade deficit averaged £28 million a month but during the last quarter, reflecting further growth in exports and the hesitation in imports, there was a surplus of £28 million a month.

The area pattern of exports

The changing direction and commodity composition of United Kingdom exports between 1965 and 1966 is clearly shown in table 8. This is an additional table which analyzes the change, by area and by commodity, in value and percentage terms.

The changing pattern

In 1966 38 per cent of United Kingdom exports went to Western Europe, 32 per cent, to the overseas sterling area, and 17 per cent to North America. The changes which occurred in our pattern of trade last year continued the marked trend of the last decade. In 1955 the overseas sterling area was by far our most important market, taking 47 per cent of our exports, against only 28 per cent going to Western Europe and 12 per cent to North America. The United States took 12½ per cent of our exports in 1966, a growth of 5½ points between 1955 and 1966.

Exports of manufactured goods continue to form an increasing proportion of total exports, and have risen from 81 per cent in 1955 to 85 per cent in 1966 (see table 4). Exports of machinery and transport equipment formed 43 per cent of total exports in 1966, compared with 37 per cent in 1955. The proportion of manufactured goods classified chiefly by material has fallen from 39 per cent in 1955 to 25 per cent in 1966.

Table A. United Kingdom exports: areas (1)

Seasonally adjusted £ million f.o.b. monthly averages

	Average annual rate of growth	1966	1965				1966			
	1955-65 per cent(2)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Sterling Area	+ 1	133	136	133	138	140	130	121	137	141
Australia	..	21	24	22	24	24	22	18	23	23
New Zealand	..	11	10	10	11	11	11	10	11	10
India	..	8	10	10	10	8	8	8	7	8
South Africa Republic	..	20	20	21	20	26	18	17	22	24
Irish Republic	..	15	14	15	15	14	14	14	16	16
Western Europe	+ 8	158	143	143	145	148	162	152	155	161
EEC	+ 9	80	74	75	75	78	83	76	77	82
EFTA	+ 7	62	56	55	55	56	63	59	60	63
Other	+10	17	12	13	14	15	16	16	17	17
North America	+ 5	70	52	53	61	66	70	65	70	73
USA and Dependencies	+ 7	52	36	40	43	47	50	50	53	54
Canada	+1½	18	16	14	17	19	20	16	17	19
Latin America	+ 2	13	15	12	13	13	12	12	14	15
Soviet Union and Eastern Europe	+13	12	8	9	10	10	11	12	12	13
Rest of World	+ 4	34	31	30	32	33	32	33	35	38
Total	+4½	420	383	381	399	410	414	394	425	443

(1) From January 1966, Rhodesia has been excluded from the Sterling Area figures and included with the 'Rest of the World.'

(2) The average annual rate of growth has been estimated from regression lines fitted over the 11 year span 1955-65.

Adam Wilson, sales director, Plus Lighting Ltd., accompanied by Brian Stewart, a member of the Plus design team, leaving on February 1 for an intensive sales tour of northern European countries. Monty Brown, a director of the company, wishes him luck before leaving. The car is loaded with a mobile exhibition of Plus Lighting fittings which will be set up in six leading European towns: Oslo, Stockholm, Copenhagen, Hamburg, Amsterdam and Brussels.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

North America

The highest rise in the demand for United Kingdom exports in 1966 came from the North American market where the fast rate of growth experienced in 1965 was maintained. Our exports to the United States and Canada were 20 per cent higher last year than in 1965, and the increase of £140 million in value accounted for 45 per cent of the total increase in United Kingdom exports. The increase was slightly higher than the 18 per cent increase in 1965 and compares with an average rate of growth of some 5 per cent for the decade 1955 to 1965. The bulk of this expansion last year was in exports to the United States which increased by 25 per cent. This followed an increase of 23 per cent between 1964 and 1965, compared with an average rate of growth of 7 per cent for the decade 1955 to 1965.

Most commodities exported to the United States last year showed high rates of growth. Deliveries of aircraft, at £52 million, were some £28 million above their 1965 level; between 1964 and 1965 they had risen by £21 million. Exports of iron and steel fell in the last quarter of 1965 and the first quarter of 1966 from the high level in the third quarter of 1965 (which reflected fears of a steel strike in the United States) but have shown renewed growth through the rest of 1966 to reach a new high level of £11 million in the last quarter of the year; 180 per cent higher than in the first quarter. Year on year the increase in 1966 was 4 per cent compared with over 100 per cent in 1965. Exports of non-ferrous metals increased by 67 per cent in 1966, largely reflecting the increase in the world price of copper.

Machinery and instrument exports to the United States rose 47 per cent in 1966 to nearly £120 million, while exports of cars, which had fallen in 1965, increased by 24 per cent to £50 million last year. The United States took nearly 100 per cent more of our furniture last year but exports of clothing were only 6½ per cent greater.

Exports to Canada were £215 million in 1966, 7 per cent higher than in 1965. This increase is only slightly higher than that in the previous year, but considerably greater than the average increase of 1½ per cent between 1955 and 1965. The major part of the increase last year was in machinery and instruments which at £71 million were 14½ per cent higher than in 1965. Exports of transport equipment were 13 per cent more than in 1965 even though the exports of both aircraft and cars were down on their 1965 level. For cars this is the second consecutive year in which exports to Canada have declined.

Sterling area

Demand in the developed countries of the overseas sterling area, was depressed last year. Total overseas sterling area countries' imports from the world fell by about 1½ per cent in the first nine months of 1966 compared with the same period of 1965; imports from the industrial countries fell by 3 per cent in the same period, of which those from the United Kingdom declined by 4½ per cent. This pattern was reflected in the United Kingdom export statistics which showed our exports to these countries running below levels a year earlier in the first part of last year. In the last quarter of last year our exports to the overseas sterling area showed a fairly widespread recovery. For the year as a whole, our exports to this market were down by 1½ per cent.

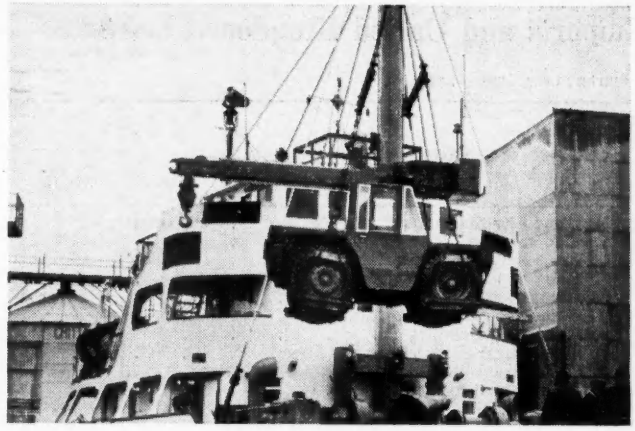
This fall arose largely from the decline of 5 per cent in our exports to the developed sterling area countries. This followed an increase of 8½ per cent in the previous year. Exports to Australia were 9 per cent lower last year although there was some evidence of a recovery in the fourth quarter. Exports to New Zealand were

Table 4. Composition of United Kingdom exports.

Per cent

	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
Engineering products	40·0	43·0	43·1	43·3	44·3	44·1	44·7	43·5	44·2	45·5
Machinery	22·9	23·8	24·5	25·4	27·7	27·8	28·0	26·7	26·7	27·5
Road motor vehicles	9·6	10·9	11·9	12·2	10·2	11·6	11·8	14·8	12·0	11·4
Aircraft, aircraft engines	3·3	4·4	4·4	3·7	3·7	2·7	2·6	2·0	2·9	4·0
Ships and boats	2·4	2·0	1·4	1·4	2·3	0·9	1·0	0·7	0·7	0·9
Professional, scientific and controlling instruments	1·2	1·2	1·2	1·3	1·5	1·6	1·8	2·0	2·1	2·3
Metals	13·9	13·0	12·9	12·6	12·3	12·0	11·0	11·3	11·8	11·1
Textiles (inc. wool tops)	10·1	8·9	8·3	8·2	7·5	7·1	7·1	7·1	6·4	5·7
Chemicals	7·9	8·1	8·6	8·8	8·6	8·8	8·7	9·3	9·3	9·3
Other manufactures	11·6	11·7	12·2	12·1	12·6	12·5	12·6	13·4	13·5	13·7
Coal, coke	1·8	1·0	0·7	0·8	0·8	0·8	1·1	0·8	0·5	0·4
Petroleum products	2·7	3·0	2·8	2·9	2·5	2·9	2·8	2·3	2·3	2·3
Food, beverages and tobacco	6·1	6·0	5·7	5·5	5·6	5·6	6·1	6·4	6·3	6·5
Other	5·9	5·3	5·7	5·8	5·8	6·2	5·9	5·9	5·7	5·5

(*Text continued on page* 341)



Seen above is a new hydraulic crane, designed and manufactured by Ransomes & Rapier at their Waterside Works, Ipswich, which is now available for export and is to be exhibited by NCK-Rapier Ltd. at the Basle Exhibition from February 18 to 26.

Tab'e 5.
United Kingdom exports: Machinery and transport equipment
£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1964	Year 1965	Year 1966
Machinery other than electric	861·8 (+ *0*)	932·5 (+ *8*)	1,040·7 (+*12*)
Aircraft engines	44·0 (—*30*)	55·2 (+25)	71·1 (+*29*)
Internal combustion engines, other than aircraft	87·3 (+ *9*)	105·9 (+*21*)	107·2 (+ *1*)
Other power generating equipment	34·5 (+*17*)	29·9 (—*13*)	*31·2* (+ *5*)
Tractors	105·5 (— *8*)	100·8 (— *4*)	111·5 (+*11*)
Other agricultural machinery	29·2 (+*17*)	28·9 (— *1*)	30·4 (+ *5*)
Office machines	40·1 (+ *1*)	44·7 (+*11*)	77·1 (+*73*)
Metal working machinery	64·6 (+ *8*)	63·2 (— *2*)	55·8 (—*12*)
Textile leather machinery	82·1 (+ *1*)	86·7 (+ *6*)	98·1 (+*13*)
Machines for special industries	116·1 (— *3*)	124·8 (+ *7*)	124·6 (— *0*)
Heating and cooling equipment	31·4 (— *6*)	34·4 (+*10*)	42·6 (+*24*)
Pumps, centrifuges, etc.	45·0 (+ *9*)	51·6 (+*15*)	50·8 (— *1*)
Mechanical handling equipment	38·0 (+ *9*)	42·0 (+*11*)	47·5 (+*13*)
Other machinery	144·0 (+ *4*)	164·6 (+*14*)	192·7 (+*17*)
Electrical machinery	314·6 (— *1*)	330·5 (+ *5*)	346·0 (+ *5*)
Electric power machinery	42·4 (— *8*)	49·4 (+*17*)	51·4 (+ *4*)
Switchgear	31·4 (+ *0*)	37·3 (+*19*)	36·0 (— *3*)
Electric distribution equipment	35·3 (+ *0*)	33·9 (— *4*)	38·1 (+*12*)
Televisions, radios	8·0 (—*20*)	7·6 (— *5*)	7·7 (+ *1*)
Other telecommunications equipment	72·4 (+ *6*)	72·0 (— *1*)	79·5 (+*10*)
Domestic electric equipment	34·8 (— *2*)	32·2 (— *7*)	28·5 (—11)
Other electrical machinery	90·3 (— *1*)	98·1 (+ *9*)	104·9 (+ *7*)
Transport equipment	653·3 (+ *4*)	724·1 (+*11*)	791·8 (+ *9*)
Road motor vehicles	538·5 (+ *8*)	566·1 (+ *5*)	576·1 (+ *2*)
Cars and chassis	256·8 (+ *8*)	250·9 (— *2*)	234·4 (— *7*)
Commercial vehicles and chassis	124·3 (+ *3*)	131·5 (+ *6*)	138·5 (+ *5*)
Aircraft and parts	43·5 (— *6*)	80·9 (+*86*)	130·0 (+*61*)
Ships and boats	30·0 (—*29*)	34·1 (+*14*)	47·8 (+*40*)
Machinery and transport equipment	1,829·7 (+ *1*)	1,987·1 (+ *9*)	2,178·5 (+*10*)

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom exports			
	1st qtr. 1966	2nd qtr. 1966	3rd qtr. 1966	4th qtr. 1966	1st qtr. 1966	2nd qtr. 1966	3rd qtr. 1966	4th qtr. 1966
0. Food and Live Animals . . . . . Total	410·7	398·3	386·2	380·3	46·9	40·2	35·4	46·0
00 Live animals	11·9	8·9	14·2	14·4	7·6	6·0	3·8	5·4
01 Meat and meat preparations	95·8	95·0	102·3	81·3	4·5	3·4	2·0	2·9
02 Dairy products and eggs	53·8	46·3	38·8	56·2	3·1	3·1	3·0	2·7
03 Fish and fish preparations	16·1	12·4	14·3	19·2	2·6	2·3	2·3	2·7
04 Cereals and cereal preparations	57·1	56·6	56·5	51·5	11·4	10·1	8·9	11·2
05 Fruit and vegetables	81·0	93·9	69·1	70·2	5·0	2·6	2·3	5·3
06 Sugar, sugar preparations and honey	23·9	28·7	27·1	27·3	5·2	4·9	5·6	5·9
07 Coffee, cocoa and preparations, tea and spices	45·5	37·4	40·8	36·7	3·2	2·8	3·1	4·3
08 Feeding stuff for animals	19·8	13·5	17·6	17·7	1·7	1·7	1·6	2·6
09 Miscellaneous food preparations	5·8	5·7	5·5	5·6	2·6	3·1	2·8	3·0
1. Beverages and Tobacco . . . . . Total	28·9	25·9	36·2	47·9	32·6	36·0	37·3	52·7
11 Beverages	10·0	13·4	16·6	14·6	27·3	31·0	31·6	46·9
12 Tobacco	18·9	12·5	19·6	33·3	5·3	5·0	5·8	5·8
2. Crude Materials, Inedible . . . . . Total	254·6	242·0	265·9	236·1	38·6	38·0	34·2	37·0
21 Hides, skins and fur skins, undressed	22·4	14·8	14·5	14·8	1·7	1·8	1·6	2·0
22 Oil seeds, oil nuts and oil kernels	12·0	11·2	10·5	11·2	0·1	0·0	0·1	0·1
23 Crude rubber (including synthetic and reclaimed)	12·3	11·5	12·4	10·0	2·9	3·2	3·2	2·7
24 Wood, lumber and cork	29·0	42·9	69·2	53·2	0·3	0·1	0·1	0·2
25 Pulp and waste paper	33·9	33·8	33·6	32·6	0·4	0·4	0·4	0·5
26 Textile fibres, not manufactured and their waste	70·2	60·0	47·4	42·9	23·0	22·5	18·7	20·4
27 Crude fertilizers and minerals	12·7	12·4	15·2	13·6	5·5	5·4	6·4	6·3
28 Metalliferous ores and metal scrap	48·1	45·5	50·8	45·4	3·3	3·6	2·9	3·7
29 Crude animal and vegetable materials	14·0	9·9	12·3	12·4	1·3	0·9	1·0	1·1
3. Mineral Fuels, Lubricants, etc. . . . . Total	164·4	156·1	155·0	151·5	37·9	29·9	30·3	36·2
33 Petroleum and petroleum products	159·8	153·0	152·7	147·9	31·5	25·8	25·6	31·2
Coal, coke, gas and electric energy	4·6	3·1	2·2	3·6	6·4	4·1	4·7	5·0
4. Animal and Vegetable Oils and Fats . . . Total	16·8	15·4	17·5	13·8	1·5	1·6	1·5	1·5
5. Chemicals . . . . . Total	78·7	77·3	71·2	67·5	114·9	112·3	113·7	127·9
51 Chemical elements and compounds	30·7	32·3	30·2	29·7	26·9	26·8	26·3	30·7
53 Dyeing, tanning and colouring materials	4·2	4·2	4·4	3·9	13·4	13·8	12·7	16·5
54 Medical and pharmaceutical products	3·4	3·5	3·6	4·0	18·1	17·3	18·6	19·0
55 Essential oils and perfume materials	4·4	4·1	4·3	3·7	9·0	9·8	9·8	11·4
56 Fertilizers, manufactured	6·2	3·9	3·9	3·9	2·3	1·3	1·9	2·4
58 Plastic materials and artificial resins	17·4	16·9	13·8	11·3	22·4	22·0	20·4	24·3
All other chemical materials and products	12·4	12·4	11·1	11·0	22·6	21·3	23·9	23·7
6. Manufactured Goods Classified Chiefly by Material . Total	304·1	307·1	306·4	267·8	313·2	290·8	303·1	340·9
61 Leather, leather manufactures and dressed furs	7·5	7·6	7·7	6·1	8·3	8·5	7·6	8·6
62 Rubber manufactures, n.e.s.	3·6	4·0	4·2	3·0	12·0	11·7	11·1	13·1
63 Wood and cork manufactures (excluding furniture)	16·9	18·6	17·0	13·8	1·2	1·1	1·1	1·3
64 Paper, paperboard and manufactures thereof	33·6	35·3	35·6	28·9	13·4	12·4	12·9	15·3
65 Textile yarn, fabrics and articles	47·9	39·4	37·4	34·0	66·1	61·3	63·3	70·0
66 Non-metallic mineral manufactures	50·9	63·8	55·1	53·2	76·9	61·3	76·5	71·4
67 Iron and steel	23·5	21·0	22·1	21·1	52·2	53·4	50·3	59·0
68 Non-ferrous metals	108·1	104·7	113·9	95·1	44·4	44·2	44·4	58·4
69 Manufactures of metal, n.e.s.	12·1	12·8	13·4	12·4	38·7	36·9	35·8	43·9
7. Machinery and Transport Equipment . . . Total	181·3	174·8	165·8	159·0	554·1	530·0	516·9	577·6
71 Machinery other than electric	114·3	108·3	105·4	101·6	262·3	250·7	249·6	278·1
72 Electrical machinery, apparatus and appliances	37·6	38·6	36·7	37·6	86·9	79·4	82·0	97·8
73 Transport equipment	29·3	27·9	23·7	19·7	204·9	199·9	185·3	201·7
8. Miscellaneous Manufactured Articles . . . Total	78·1	79·7	78·7	74·0	91·2	87·2	93·2	107·8
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·3	1·2	1·5	1·4	3·2	2·5	2·9	3·1
82 Furniture	2·2	2·0	2·2	1·7	4·0	3·7	3·4	3·8
83 Travel goods, handbags and similar articles	1·1	1·1	1·1	0·8	0·6	0·5	0·8	0·8
84 Clothing	17·0	16·3	18·5	16·9	12·0	10·3	14·2	16·2
85 Footwear	7·2	5·7	5·2	4·3	3·6	3·0	4·5	5·4
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	18·9	21·5	19·8	17·9	28·6	27·8	25·8	31·5
89 Miscellaneous manufactured articles, n.e.s.	30·5	32·0	30·3	31·0	39·1	39·4	41·7	47·0
5-8 Manufactured Goods . . . . . Total	642·2	638·9	622·1	568·3	1,073·3	1,020·4	1,026·9	1,154·3
9. Commodities and Transactions not Classified according to Kind . . . . . Total	27·2	17·3	16·2	18·2	36·1	32·3	36·8	46·9
TOTAL ALL SECTIONS	1,544·8	1,494·0	1,499·0	1,416·1	1,266·7	1,198·3	1,202·6	1,374·6

fairly constant for most of the year, but fell slightly in the fourth quarter. Exports of ships to New Zealand were nearly £7 million last year compared with a very small figure in 1965. Exports to South Africa fell by 7 per cent last year, even though deliveries of aircraft increased by £3 million to £14½ million. Exports to the Irish Republic fell in the middle of last year, partly because of the seamen's strike, but rose in the fourth quarter and for the year were up by 2 per cent.

Exports to the developing overseas sterling area last year increased by about 2 per cent compared with 1965. Exports to India fell again but our exports to Ceylon increased by 23 per cent, and to Pakistan by 4½ per cent. Shipments to Commonwealth West Africa fell by 14 per cent.

Western Europe

Exports to Western Europe increased by 9 per cent last year compared with an increase of 4 per cent in the previous year. Over the first nine months they showed little indication of underlying growth, although the effects of the seamen's strike makes analysis difficult. There were some indications of a recovery, however, in the fourth quarter.

Exports to EEC showed some revival last year compared with their performance in the last two years. They increased by 6 per cent, compared with 1 per cent in 1965, and 3 per cent in 1964. Our exports to each of the EEC countries, except Western Germany, increased last year with particularly good rises to France and Italy. Shipments of machinery and instruments to EEC countries increased by 15 per cent to £291 million. In the transport equipment group, exports of aircraft to the EEC rose by 15 per cent, but exports of motor cars fell by £8½ million (20 per cent).

Table 6.
United Kingdom exports: Other manufactures
£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1964	Year 1965	Year 1966
Chemicals	412·2 (+*12*)	441·7 (+ *7*)	468·9 (+ *6*)
Chemical elements and compounds	103·6 (+*12*)	106·8 (+ *3*)	110·8 (+ *4*)
Dyeing, tanning and colouring materials	54·2 (+*13*)	54·5 (+ *1*)	56·3 (+ *3*)
Medicinal and pharmaceutical products	59·2 (+*10*)	66·8 (+*13*)	73·1 (+*10*)
Essential oils, toilet, polishing and cleansing preparations	36·6 (+ *8*)	37·5 (+ *2*)	40·1 (+ *7*)
Fertilizers	5·9 (+*20*)	8·2 (+*39*)	7·9 (— *4*)
Plastic materials	74·7 (+*16*)	83·4 (+*12*)	89·1 (+ *7*)
Manufactured goods classified chiefly by material	1,137·1 (+ *9*)	1,210·9 (+ *6*)	1,248·0 (+ *3*)
Leather, leather manufactures, etc.	29·5 (+ *5*)	30·4 (+ *3*)	33·0 (+ *8*)
Rubber manufactures	48·5 (— *2*)	46·9 (— *3*)	47·9 (+ *2*)
Wood and cork manufactures, etc.	5·7 (+*10*)	5·8 (+ *2*)	4·8 (—*18*)
Paper	48·2 (+ *3*)	50·7 (+ *5*)	54·0 (+ *7*)
Textile manufactures	275·3 (+ *8*)	274·3 (— *0*)	260·7 (— *5*)
Wool yarns and woven fabrics	89·4 (+ *5*)	88·5 (— *1*)	84·1 (— *5*)
Cotton yarns and woven fabrics	44·6 (+ *2*)	42·0 (— *6*)	37·6 (—*10*)
Man-made fibre yarns and woven fabrics	58·7 (+*22*)	58·0 (— *1*)	54·8 (— *5*)
Miscellaneous textile manufactures	82·7 (+ *7*)	85·8 (+ *4*)	84·2 (— *2*)
Non-metallic mineral manufactures, n.e.s.	233·7 (+*18*)	244·9 (+ *5*)	286·1 (+*17*)
Pottery and glass	41·3 (+*15*)	42·4 (+ *3*)	45·2 (+ *6*)
Precious stones	158·2 (+*22*)	166·2 (+ *5*)	204·5 (+*23*)
Iron and steel	217·4 (+ *6*)	234·4 (+ *8*)	214·8 (— *8*)
Non-ferrous metals	134·6 (+ *8*)	167·6 (+*24*)	191·4 (+*14*)
Miscellaneous metal manufactures	144·0 (+ *8*)	155·9 (+ *8*)	155·3 (— *0*)
Miscellaneous manufactured articles	315·8 (+*13*)	357·9 (+*13*)	379·5 (+ *6*)
Clothing and footwear	58·0 (+*11*)	64·8 (+*12*)	69·4 (+ *7*)
Scientific instruments	88·8 (+*18*)	100·5 (+*13*)	113·7 (+*13*)
Printed matter	46·6 (+ *9*)	50·7 (+ *9*)	51·4 (+ *1*)

Exports of non-manufactures fell by 4 per cent.

Our exports to Western Germany fell by 1 per cent last year. This followed an increase of 15 per cent in the previous year. Exports of live animals fell by £5½ million, but our exports of machinery and instruments increased by 14 per cent.

Exports to Italy last year rose for the first time for three years, reflecting the recovery in activity in that country afer the period of economic restraint of 1964 and 1965. Shipments increased by £19 million (17½ per cent) from their level in 1965. Most commodities showed high rates of growth, including an increase in machinery and instruments of £5 million to £39 million; but, exports of motor cars were over £1 million down on the level in 1965.

Exports to France last year increased by £19½ million (11 per cent). A major part of the increase was in machinery and instruments which were up by £15 million (23 per cent). Exports of transport equipment were £½ million higher but shipments of cars continued to decline, falling by £2½ million. Exports of aircraft to France increased by £1½ million last year.

The Netherlands took £3 million more of our exports last year, an increase of 2 per cent. In the preceding year there was a fall of nearly 2 per cent. This increase was achieved despite a £5 million fall in our exports of live animals. Exports of machinery and instruments increased by £6 million (11 per cent), but there was a fall of £3½ million in cars.

Exports to Belgium rose by 7 per cent (£11½ million) compared with a rise of 6 per cent in 1965. Machinery and instruments exports rose by 8 per cent while exports of transport equipment increased by 12 per cent.

Exports to EFTA countries last year were £73 million (11 per cent) higher; this compares with an average rate of increase of some 7 per cent a year over the past decade. Exports to Switzerland, Portugal and Austria all showed rates of growth between 16 and 18 per cent in 1966. Those to Norway increased by 24 per cent (£21 million) of which deliveries of ships accounted for £7 million. Exports to Finland and Sweden increased relatively slowly last year at 5 per cent but exports to Denmark increased rather faster, with a 7½ per cent increase, against 5 per cent in 1965.

Machinery and instrument exports to EFTA countries were 10 per cent higher last year than in 1965, and exports of manufactured goods as a whole increased by 10½ per cent. Non-ferrous metal exports to EFTA increased by 20 per cent while our exports of food and live animals were 36 per cent higher, but car exports fell by 13 per cent.

Exports to the rest of Western Europe in total rose by 20 per cent last year. The increase in 1965 was 13 per cent. Spain took 18 per cent (£15 million) more of our exports last year and exports to Greece rose by 15 per cent, partly reflecting an increase of £2½ million in ships. Exports to Turkey and Yugoslavia both showed high rates of growth, 29 and 35 per cent respectively.

Table 7. Other exports
£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1964	Year 1965	Year 1966
Food and live animals	159·2 (+*13*)	154·8 (— *3*)	168·5 (+ *9*)
Live animals	32·4 (+*54*)	36·9 (+14)	22·8 (—*38*)
Cereals and cereal preparations	19·0 (—*17*)	21·9 (+*16*)	41·6 (+*90*)
Sugar and sugar preparations	43·5 (+*12*)	23·8 (—*45*)	21·6 (— *9*)
Beverages and tobacco	123·8 (+ *8*)	143·2 (+*16*)	158·7 (+*11*)
Whisky	92·3 (+ *9*)	107·6 (+*17*)	120·4 (+*12*)
Tobacco and tobacco manufactures	16·9 (— *6*)	20·0 (+*18*)	21·9 (+*10*)
Crude materials and animal and vegetable oils and fats	158·2 (— *2*)	150·9 (— 5)	153·9 (+ *2*)
Wool tops	38·3 (—*10*)	29·0 (—*24*)	28·7 (— *1*)
Other textile fibres	59·6 (+ *5*)	56·9 (— *5*)	56·0 (— *2*)
Mineral fuels, lubricants and related materials	138·6 (—*16*)	133·4 (— *4*)	134·2 (+ *1*)
Coal, coke and briquettes	36·9 (—*23*)	25·4 (—*31*)	20·0 (—*21*)
Petroleum products	89·9 (— *8*)	97·8 (+ *9*)	105·1 (+ *8*)

(*Continued on next page*)

UNITED KINGDOM TRADE, *continued*

Other areas

Exports to Latin American countries, at £159 million, were little changed last year. This followed an increase of 5½ per cent in each of the previous two years. Our exports to Venezuela and to the Argentine Republic were 10 per cent lower last year.

Exports to the Soviet Union and Eastern Europe, at £146 million, were 29 per cent higher last year, double the rate of increase in 1965.

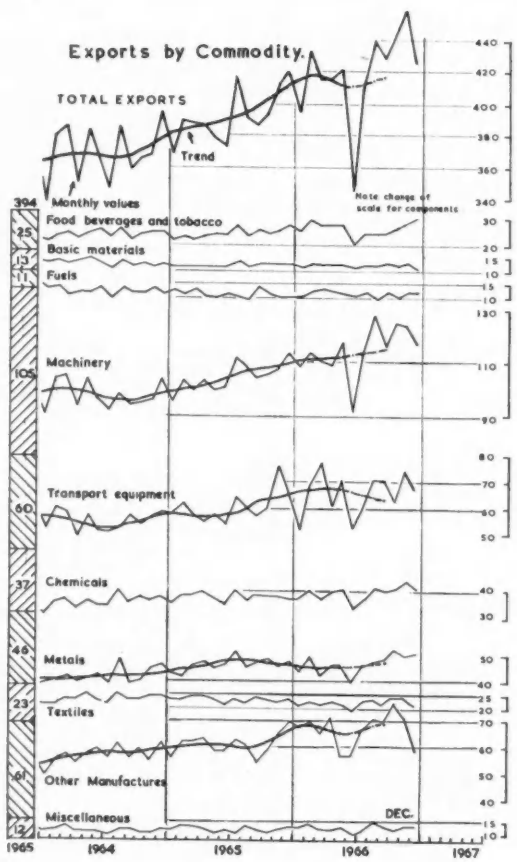
Exports to Japan, at £65 million, were 28 per cent higher last year, a recovery after the drop of 14 per cent in 1965. Exports to Israel, at £52 million, were 2 per cent lower.

The commodity pattern of exports

Machinery

At £1,041 million, exports of non-electrical machinery last year were 12 per cent (£108 million) higher, compared with an increase of 8 per cent in 1965, and an average rate of growth over the decade 1955 to 1965 also of 8 per cent. Exports of aircraft engines increased by 29 per cent (£16 million) last year; shipments to the United States accounted for £6 million of this increase, and to France £2 million. Exports of tractors rose to £112 million, an increase of 11 per cent. Office machinery exports, which include electronic computers, increased by 73 per cent (£32 million); two-fifths of this increase was to Western Germany.

Exports of electrical machinery were £346 million last year, an increase of 5 per cent (£15½ million). Exports of telecommunications equipment increased by 9½ per cent (£7½ million); £4 million of the increase went to the United States. Exports of switchgear, which had increased by 19 per cent in 1965, did not quite maintain this high level in 1966. Exports of electrical distribution equipment showed a high rate of growth last year, increasing by 14 per cent (£4 million), but exports of domestic electric equipment continued to decline, falling £4 million to £28½ million.



Transport equipment

Exports of transport equipment, at £792 million, were 9 per cent higher last year. This was achieved notwithstanding a reduction in exports of motor cars and chassis of 7 per cent, to £234 million, last year. This is the second year running that exports of motor cars have fallen, and largely reflects a fall in demand for British cars in EEC and EFTA; the fall was partly offset last year by a £10 million increase in our exports of cars to the United States. Exports of commercial vehicles last year rose by 5 per cent, to £138 million. Exports of aircraft and parts last year, at £130 million, were 61 per cent (£49 million) higher than in 1965, and nearly £90 million higher than in 1964. The biggest part of the increase was accounted for by the United States which took an additional £28 million of deliveries last year.

Exports of ships, at £48 million, were 40 per cent £14 million) higher last year. The bulk of the increase was accounted for by a £7 million rise in deliveries to both Norway and New Zealand. Canada took an additional £3½ million of our ships, India £3 million, and Greece £2½ million.

Other finished manufactured goods

In 1966 exports of scientific instruments increased by 13 per cent, the same rate of increase as in 1965. The rate of increase of exports of clothing and footwear slowed down to 7 per cent last year compared with 12 per cent in 1965 and 11 per cent in 1964.

Chemicals

Exports of chemicals in 1966 were £469 million, 6 per cent higher than in 1965. This increase was close to the average rate of 6½ per cent between 1955 and 1965. Exports of medicinal and pharmaceutical preparations increased by 10 per cent last year, but the rise of 7 per cent in exports of plastic materials was well below the 12 per cent increase in 1965.

Other semi-manufactured goods

Exports of iron and steel fell £20 million (8 per cent) last year to £215 million; lower exports to Canada accounted for £3½ million of the fall and to South Africa for £4¾ million, but exports to the United States rose by £1 million.

Exports of non-ferrous metals increased by 14 per cent (£24 mil-

Table B. United Kingdom exports: commodity classes. Seasonally adjusted £ million f.o.b. monthly averages.

	Average annual rate of growth	1966	1965				1966			
	1955-65 per cent(1)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Food, beverages and tobacco	+5	27	23	24	26	26	28	26	25	29
Basic materials	+4	13	12	12	13	13	13	13	13	13
Fuels	—0	11	12	11	11	11	12	11	11	11
Manufactures	+5	356	322	323	337	347	348	332	364	377
Non-electric machinery	+8	87	72	74	82	83	83	81	90	92
Electric machinery	+5	29	28	28	28	28	28	26	30	31
Road motor vehicles	+7½	48	46	46	47	49	47	46	51	48
Other transport equipment	—5	18	14	10	12	19	20	16	16	20
Chemicals	+6½	39	36	36	37	37	37	37	39	42
Metals and misc. metal mfrs.	+3	47	44	46	48	47	45	44	47	51
Textiles	—1	22	23	23	23	23	21	21	22	23
Other	+6	67	60	60	59	64	68	62	69	69
Clothing and footwear	+3	6	5	5	5	6	5	5	6	7
Instruments	+11½	9	8	8	9	9	9	9	9	10
Miscellaneous	+1½	13	13	12	13	12	13	12	13	13
Total	+4½	420	383	381	399	410	414	394	425	443

(1) The average annual rate of growth has been estimated from regression lines fitted over the 11 years span 1955-65.

lion) last year; the bulk of this was accounted for by an increase of £22 million in copper, reflecting the higher world prices for copper in 1966. Miscellaneous manufactures of metal fell slightly last year, compared with an increase of 8 per cent in 1965.

Exports of cotton yarns and woven fabrics in 1966 fell £4½ million to £38 million, and exports of woven fabrics of man-made fibres by £4 million to £16½ million.

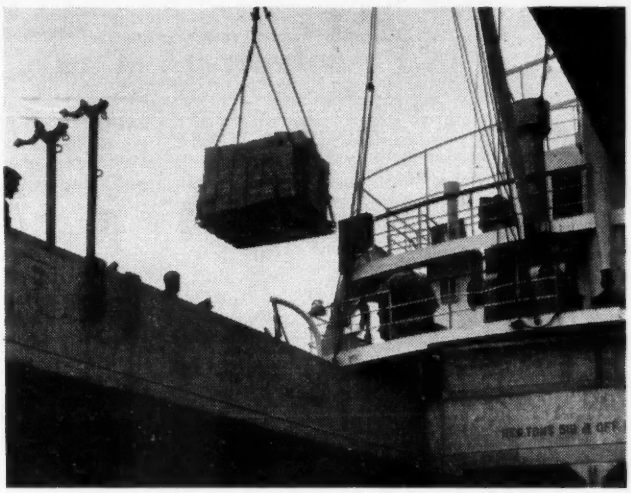
Exports of non-metallic minerals increased by 17 per cent (£41 million) to £286 million in 1966. The bulk of this increase was in exports of precious stones which rose by 23 per cent (£38 million), an increase which had its counterpart to some extent in a rise in imports. Exports of pottery and glass increased by 6 per cent (£3 million).

Other exports

Exports of food and live animals, at £168 million, rose by 9 per cent (£14 million) in 1966 compared with a fall of 3 per cent in 1965. An increase in our exports of barley, particularly to the EEC countries, of £19 million last year, was partly offset by a fall of £14 million in exports of live animals, of which £12 million was accounted for by the EEC countries. Exports of sugar and sugar preparations fell by £2 million last year, but exports of fruit and vegetables rose by £4 million. Exports of whisky, at £120 million, were £13 million (12 per cent) higher.

Among crude materials, exports of wool tops were 1 per cent less last year, compared with a fall of 25 per cent in 1965. Exports of other textile fibres fell by 1½ per cent to £56 million.

Exports of coal, coke, etc. fell last year by £5½ million (21 per cent), but exports of petroleum products increased by £7 million (8 per cent), of which Sweden accounted for £5½ million.



Mobil Oil Company Limited has entered the automotive products market in Poland with the supply of 130 tons of lubricating oils. One hundred tons of Mobiloil Special, in gallons cans, were loaded at Liverpool on to the 'Swietlik'; and the illustration shows part of a further shipment of 30 tons of Mobilube GX 90 gear oil, in quart cans, being loaded aboard the 'Baltic Arrow' at Surrey Docks, London, for shipment to Gdynia.

Table 8. Analysis of the change in United Kingdom Exports between 1965 and 1966 by Area and Commodity.

£ million f.o.b. (*percentage change on a year earlier in brackets*)

Areas	All commodities	Non-manufactures	Manufactures				
			Total manufactures	Chemicals and semi-manufactures	Machinery and transport equipment		
					Total	Non-electrical machinery	Electrical machinery	Transport equipment
World	+314·3 (+ 6·6)	+36·9 (+ 5·0)	+277·4 (+ 6·9)	+64·4 (+ 3·9)	+191·4 (+ 9·6)	+108·2 (+11·6)	+15·5 (+ 4·7)	+67·7 (+ 9·3)
Sterling Area*	— 22·8 (— 1·4)	+ 0·5 (+ 0·2)	— 23·3 (— 1·6)	—25·2 (— 4·7)	+ 8·4 (+ 1·1)	— 8·8 (— 2·7)	+ 5·3 (+ 3·4)	+11·9 (+ 4·2)
Western Europe	+157·6 (+ 9·1)	+22·4 (+ 6·8)	+135·2 (+ 9·6)	+49·0 (+ 7·9)	+ 73·2 (+11·1)	+ 52·9 (+16·0)	+ 1·6 (+ 1·5)	+18·7 (+ 8·4)
EEC	+ 51·1 (+ 5·6)	— 7·2 (— 4·1)	+ 58·3 (+ 8·0)	+21·4 (+ 6·3)	+ 31·8 (+ 9·9)	+ 33·1 (+19·2)	— 1·0 (— 1·9)	— 0·4 (— 0·4)
EFTA	+ 72·8 (+10·9)	+16·5 (+12·7)	+ 56·3 (+10·5)	+22·1 (+ 9·4)	+ 28·1 (+11·1)	+ 13·1 (+12·4)	+ 1·8 (+ 4·8)	+13·2 (+12·0)
Other Western Europe	+ 33·8 (+20·4)	+13·1 (+57·1)	+ 20·6 (+14·5)	+ 5·5 (+10·9)	+ 13·3 (+15·6)	+ 6·6 (+12·7)	+ 0·8 (+ 4·9)	+ 5·9 (+35·4)
North America	+140·5 (+20·1)	+11·1 (+ 8·5)	+129·4 (+22·7)	+29·8 (+12·5)	+ 88·1 (+35·3)	+ 34·2 (+32·5)	+ 9·4 (+35·5)	+44·5 (+37·7)
Rest of World*	+ 39·0 (+ 5·8)	+ 2·9 (+ 3·6)	+ 36·1 (+ 6·1)	+10·8 (+ 4·3)	+ 21·7 (+ 7·0)	+ 29·9 (+17·6)	— 0·8 (— 1·8)	— 7·4 (— 7·5)

*Rhodesia is included in the 'Rest of World', not in the Sterling Area.

Table 9. Selected re-exports

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1964	Year 1965	Year 1966
Tea	10·5 (+ 9)	11·2 (+ 6)	11·9 (+ 6)
Beverages	6·5 (+ 8)	6·3 (— 3)	6·0 (— 5)
Fur skins, undressed	25·8 (—17)	29·4 (+14)	33·1 (+13)
Rubber	3·2 (—68)	1·9 (—40)	1·5 (—20)
Sheep's and lambs' wool, raw	5·1 (—21)	4·6 (—11)	3·8 (—18)
Petroleum and petroleum products	1·3 (—35)	0·3 (—78)	0·2 (—41)
Chemicals	5·9 (+44)	9·5 (+60)	10·3 (+ 9)
Leather, leather manufactures and dressed furs	2·8 (—20)	3·2 (+16)	3·7 (+15)
Non-ferrous metals	12·3 (+ 2)	19·1 (+56)	21·9 (+14)
Aircraft engines	12·5 (+15)	12·5 (— 0)	11·9 (— 5)
Electric machinery, apparatus, etc.	8·4 (+ 3)	9·4 (+12)	11·7 (+25)
Works of art	4·9 (+13)	4·6 (— 7)	3·4 (—27)

Table 10. Volume of United Kingdom exports

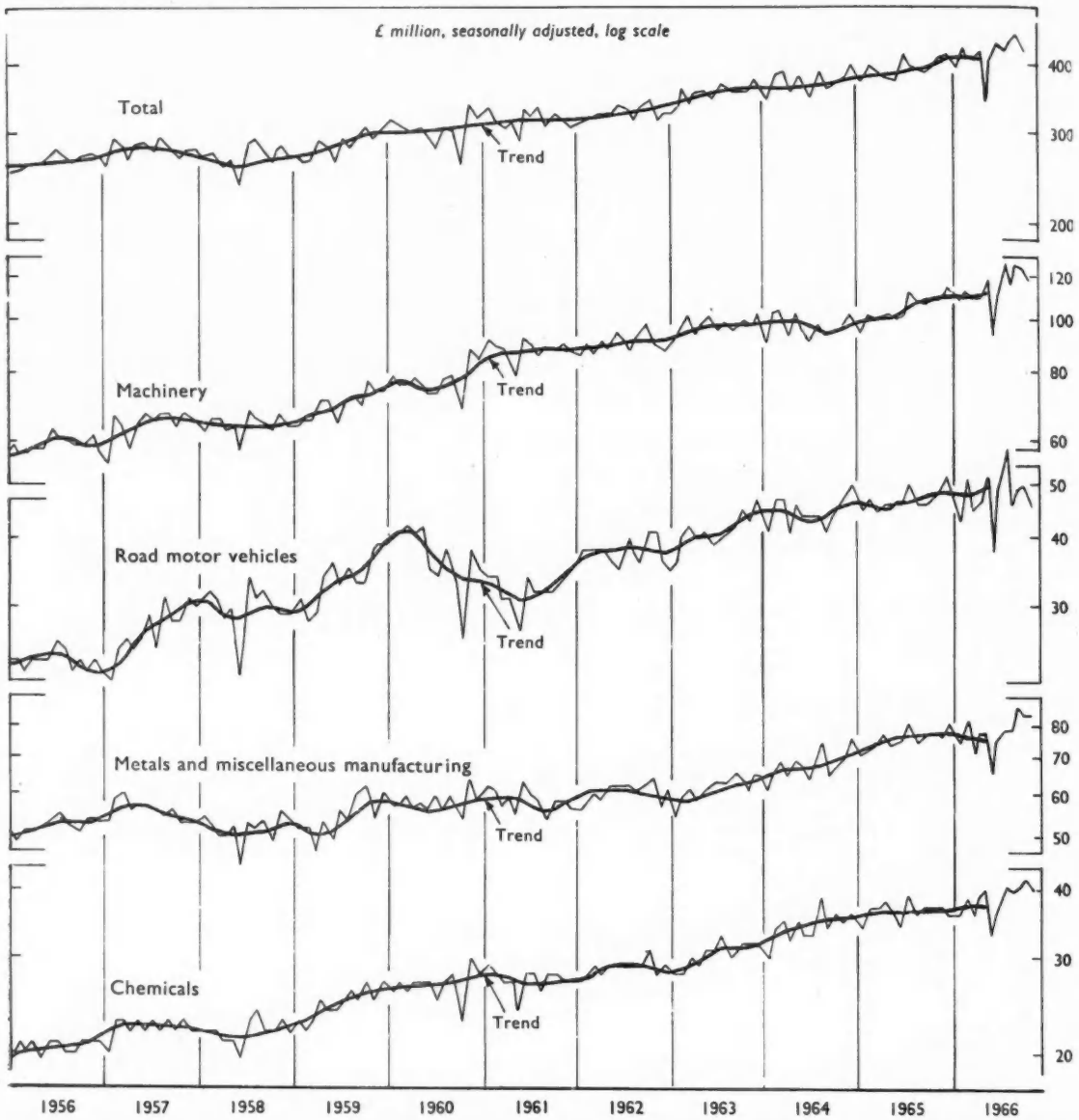
(1961 = 100)

	1959	1960	1962	1963	1964	1965	1966
Total	93	97	102	108	111	117	121
Non-manufactures	90	92	110	120	115	121	128
Manufactured goods	92	97	101	106	111	117	120
Chemicals	81	93	107	113	126	131	139
Textiles	109	109	99	101	105	104	97
Metals	99	98	100	100	102	109	104
Machinery and transport equipment	92	97	100	107	107	114	120
Other	89	93	102	110	123	128	134

(*Continued on next page*)

UNITED KINGDOM TRADE, *continued*

Exports (f.o.b.) by commodity classes 1957 to 1966



HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 245) (Telex 25977).

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

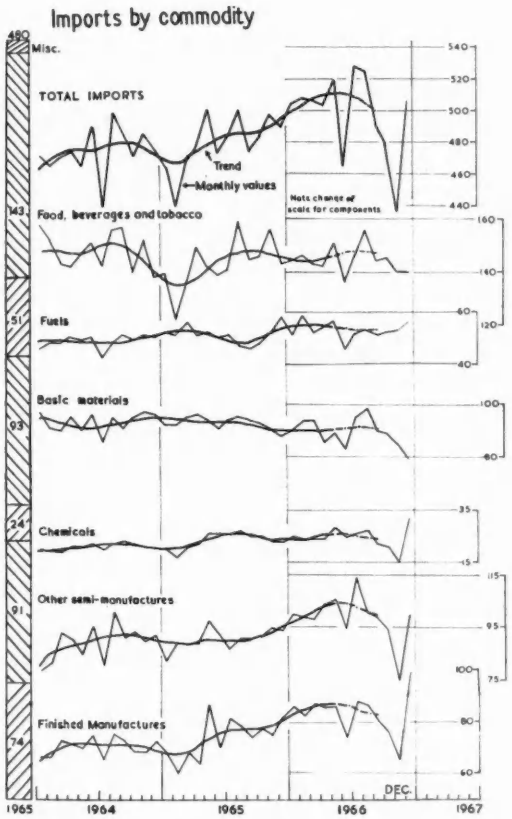
Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Commodity pattern of imports

The changing pattern

The composition of imports has shown a gradual change over the years, and this process continued in 1966. The most marked increase in recent years has been in finished manufactured goods. Strong growth in these imports is a common feature in the trade of countries with advanced economies. The proportion of finished manufactures in total United Kingdom imports rose from about 6½ per cent in 1957 to about 15 per cent in 1965 and to almost 17 per cent in 1966. Most of the rise between 1965 and 1966 was in capital goods which account for nearly three-quarters of imports of finished manufactures.

Imports of industrial materials as a whole continued in 1966 as in recent years to account for about 43 per cent of total imports.



Within this group, however, the switch from basic materials to semi-manufactures, apparent in recent years, went on, and the proportion accounted for by semi-manufactures increased one point to 25 per cent with a corresponding fall, to 18 per cent, in basic materials. Five years ago the proportion of semi-manufactures was 21 per cent and that of basic materials 22 per cent. This well-established trend may be expected to continue. An important factor is the tendency for countries producing the basic materials to embark on subsequent stages of manufacture. Another factor is the growth in production and exports of semi-manufactures by less-developed countries.

The fall in the proportion of imports of food, beverages and tobacco since 1957 continued in 1966. Though there has been some growth in these imports over the years there have been stronger rates of increase in other categories. The proportion held by this group in individual years tends to be influenced by price variations and fluctuations in net output of home agriculture, but the reduced share in 1966 was probably more strongly influenced by considerably reduced imports of tobacco from Rhodesia and the running-down of home stocks of tobacco.

The proportion of imports accounted for by mineral fuels in 1966, at about 10½ per cent, more or less maintained the pattern of the previous decade in which the proportion has moved fairly narrowly between 10 and 11 per cent. Though the volume of these goods increased in 1966, lower prices led to almost no change in the proportion in value terms.

Food, beverages and tobacco

The total value of imports of the food, beverages and tobacco group changed little in 1966, there being a small rise of £6½ million (½ per cent) on the previous year. Over the first three-quarters of the year the rate of imports was running at some 2 per cent above the 1965 rate, but it fell back in the fourth quarter.

Taking 1966 as a whole, there were divergent movements in some of the commodities within the food group. The value of fruit and vegetable imports increased significantly, a more moderate but still substantial rise was recorded in meat and meat products, and smaller increases were shown in raw sugar, coffee and cocoa. Large reductions in imports of dairy produce, fish, cereals and feeding stuffs offset the greater part of these increases.

The value of fruit and vegetables imported last year was £26 million (9 per cent) more than in 1965; this was a much higher rate of increase than for some years. In the course of 1966 there seems to have been a continued increase with the rate in the fourth quarter above the average for the first nine months of the year. Higher imports from South Africa and Spain contributed somewhat less than half of the increase last year.

Imports of meat were nearly £7 million (2 per cent) higher than in 1965. Most of this resulted from higher prices, mainly of lamb from New Zealand and of bacon. The value of all bacon imported increased by about 13 per cent; imports from Denmark, Poland and the Irish Republic each increased, but little or no increase in volume was recorded. Imports of beef, mutton and lamb were lower in quantity and in price. A 3 per cent reduction was recorded in the value of beef and veal imports and an 11 per cent reduction in mutton and lamb. The reduction recorded in beef and veal resulted mainly from lower imports from Australia and New Zealand. Imports of lamb from both New Zealand and Australia

Table C. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
Average annual rate of growth 1955-65 per cent (1)	+2	+4	+3	—0	+9	+5	+6	+20	+4
Year 1966	143	52	212	89	25	99	83	7	496
1965 1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507
2nd quarter	143	52	213	86	26	102	82	6	495
3rd quarter	148	52	224	94	25	105	84	6	513
4th quarter	140	51	196	84	23	89	79	7	470

(1) Annual percentage compound rate of growth measured between the values of imports 1955-65.

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

were also considerably reduced.

The remainder of the rise in food imports in 1966 was in imports of coffee and sugar, and a rather smaller rise in imports of live animals. Against these rises there were substantial falls in imports of dairy produce and cereals. Most of the reduction in imports of dairy produce resulted from lower quantities of butter and cheese from New Zealand. Imports of cereals and feeding stuffs, which had been increasing quite strongly in recent years, showed a reduction of £17 million (6 per cent) last year, with imports from Canada of wheat and barley exceptionally low both in quantity and in value.

Imports of beverages in 1966 recovered to some degree following the sharp reduction in 1965. These goods were mainly subject to the temporary import charge.

Tobacco imports last year were only slightly more than in 1965. Whereas imports from Rhodesia amounted to only £3 million in 1966, as against £18 million in the previous year, tobacco was obtained from other sources, notably the United States; imports from that country increased by £15 million, a rise of nearly half on 1965.

Industrial materials

The strong growth in imports of industrial materials (basic materials and semi-manufactures) in 1963 and 1964, in part associated with heavy stockbuilding but also reflecting very rapid expansion in the home economy, slowed down considerably in 1965 and 1966. The increase last year was 2½ per cent, compared with 1½ per cent in 1965 and 20 per cent in 1964. Within the overall change last year imports of semi-manufactured goods rose by nearly £110 million (8 per cent) and basic materials fell by £47 million (4 per cent). The bulk of the increase was in non-ferrous metals, of which imports of copper formed by far the largest part, but imports of iron and steel and of chemicals continued to show some increase.

The fall in imports of basic materials in 1966 was fairly widespread amongst the components. The main exception was imports of hides and skins which showed a very substantial rise, of just under 20 per cent, mainly reflecting higher prices. Imports of timber, which had levelled out in 1965 after previous strong growth, declined appreciably last year and imports of sawn soft wood were particularly low in quantity and value (though prices were slightly higher than in 1965). Wood pulp imports which also had levelled out in 1965, fell by 4 per cent, reflecting both lower quantities and prices. Imports of raw wool and raw cotton also declined in 1966 but the falls were much less sharp than those recorded in 1965. Of the metalliferous ores, imports of iron ore showed a sharp fall in 1966, but most of the rest showed some increase. Crude rubber imports as a whole also fell back in 1966; the fall however was confined to natural rubber, with imports of synthetic rubber showing a substantial increase.

Within the semi-manufactures group, the main increase in 1966 was in imports of non-ferrous metals. These were not subject to the import charge and have shown strong growth for several years. In the recent past, however, one of the main reasons for the increase in value of these goods has been the effect on copper prices of the situation in Rhodesia. Prices have risen dramatically since 1965 and in 1966 there was a rise of £44 milion in the value of copper imports despite lower quantities. Imports of both aluminium and silver showed a recovery in 1966 after their fall back the previous year.

Nearly all the other categories comprising the semi-manufactures group were subject to the import charge for most of 1966. Those which were mainly chargeable increased by 5 per cent. Of these, chemicals increased by £11½ million (about 4 per cent). This was, however, a lower rate of growth than the average in recent years. Other classes of goods for which imports increased in 1966 were newsprint, paper and board, and iron and steel. Imports of these commodities had been at a depressed level in 1965, due in considerable measure to the impact of the import surcharge. Imports of newsprint, paper and board in 1966 returned to no more than about the same level as in 1964 and iron and steel imports, though they rose by 13 per cent, were still well below the high rate of 1964. Imports of wood manufactures and unbleached cotton fabrics showed small reductions in 1966 but imports of cotton and wool yarns and other textile manufactures in 1966 were moderately higher than in the previous year.

Mineral fuels and lubricants

Imports of fuels have been growing steadily for some years, and in 1966 this growth continued although at a somewhat slower rate than in the two previous years (when it was around 5 per cent a year in value terms). With an increase of £18 million last year, the growth slowed to about 3 per cent. The rise in volume was somewhat greater but prices were on the whole lower both for crude and manufactured petroleum. Almost all the increase was in imports of petroleum products; imports of crude petroleum showed little change. This was a reversal of the trend in recent years when crude petroleum imports were rising and imports of petroleum products were remaining fairly level.

Table 11. Volume of imports

(1961 = 100)

	1959	1960	1962	1963	1964	1965	1966
Total	90	101	103	107	119	120	123
Food beverages and tobacco	98	100	104	102	104	102	101
Basic materials	98	107	96	101	108	107	102
Mineral fuels, lubricants, etc.	88	96	112	120	128	140	154
Manufactured goods	76	100	103	112	136	137	146

Table 12. Composition of imports.

Per cent

	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
Food, beverages and tobacco	35·7	38·9	37·2	33·1	32·7	33·9	33·6	31·1	29·7	28·8
Industrial materials	46·1	41·2	41·5	44·8	43·6	40·6	41·0	42·9	43·1	42·7
Basic materials	28·1	23·6	23·1	23·2	22·2	20·0	19·9	19·6	19·3	17·8
Manufactures chiefly for further processing	18·0	17·6	18·4	21·6	21·4	20·6	21·1	23·3	23·8	24·9
Minerals, fuels and lubricants	11·3	11·4	11·4	10·3	10·6	11·5	11·1	10·2	10·6	10·5
Finished manufactures	6·5	7·9	9·2	11·1	12·2	13·0	13·1	14·7	15·3	16·7
Miscellaneous	0·4	0·6	0·7	0·7	0·9	1·0	1·2	1·1	1·2	1·3

Table 13. Imports: Food, beverages and tobacco

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1964	Year 1965	Year 1966
Food and live animals	1,622·3 (+ *6*)	1,571·2 (— *3*)	1,575·5 (+ *0*)
Live animals	58·6 (+*18*)	47·7 (—*19*)	49·4 (+ *4*)
Meat and meat preparations	368·4 (—*18*)	367·7 (— *0*)	374·4 (+ *2*)
Beef and veal	85·5 (+*32*)	79·7 (— *7*)	76·9 (— *3*)
Th. tlns	345 (— *4*)	290 (—*16*)	285 (— *2*)
Mutton and lamb	70·5 (+*13*)	75·5 (+ *7*)	67·4 (—*11*)
Th. tons	339 (— *1*)	345 (+ *2*)	316 (— *9*)
Bacon	112·0 (+12)	108·6 (— *3*)	122·9 (+*13*)
Th. tons	391 (+ *2*)	397 (+ *2*)	397 (— *0*)
Dairy products and eggs	214·6 (+*15*)	208·0 (— *3*)	195·1 (— *6*)
Butter	157·5 (+*16*)	146·9 (— *7*)	138·4 (— *6*)
Th. tons	464 (+*12*)	439 (— *5*)	445 (+ *1*)
Fish and fish preparations	67·0 (+*34*)	67·6 (+ *1*)	62·0 (— *8*)
Raw sugars	131·1 (—*15*)	93·2 (—*29*)	96·8 (+ *4*)
Th. tons	2,209 (— *7*)	208 (— *5*)	2,132 (+ *2*)
Cocoa beans	14·8 (—*26*)	12·3 (—*17*)	14·9 (+*22*)
Th. tons	77 (—*32*)	81 (+ *5*)	106 (+*31*)
Tea and mate	109·0 (— *5*)	107·5 (— *1*)	99·4 (— *8*)
Th. tons	239 (— *5*)	249 (+ *4*)	230 (— *8*)
Cereals and feeding stuff for animals	286·5 (+ *3*)	307·5 (+ *7*)	290·4 (— *6*)
Fruit and vegetables	282·6 (+ *0*)	288·0 (+ *2*)	314·3 (+ *9*)
Beverages and tobacco	148·8 (— *1*)	136·7 (— *8*)	138·8 (+ *2*)
Beverages	57·7 (+*13*)	52·7 (— *9*)	54·5 (+ *3*)
Tobacco and tobacco manufactures	91·1 (— *8*)	84·0 (— *8*)	84·4 (+ *0*)

Table 14. Imports: Materials and fuels
(percentage change on a year earlier) £ million c.i.f.

	Year 1964	Year 1965	Year 1966
Crude materials	1,064·9 (+13)	1,044·9 (— 2)	998·6 (— 4)
Oil seeds, oil nuts and oil kernels	47·7 (— 9)	49·1 (+ 3)	44·8 (— 9)
Wood, lumber and cork	218·0 (+28)	220·2 (+ 1)	194·2 (—12)
Sawn softwood	166·6 (+30)	168·3 (+ 1)	149·3 (—11)
Th. standards	2,002 (+20)	1,898 (— 5)	1,680 (—12)
Woodpulp	137·1 (+19)	139·3 (+ 2)	134·0 (— 4)
Th. tons	2,983 (+12)	2,962 (— 1)	2,938 (— 1)
Wool and other animal hair and tops	160·7 (+ 1)	131·4 (—18)	123·9 (— 6)
Raw wool	145·6 (+ 4)	115·4 (—21)	110·0 (— 5)
Th. tons	255 (— 9)	249 (— 2)	233 (— 6)
Raw cotton	57·3 (+ 9)	48·0 (—16)	46·8 (— 2)
Th. tons	239 (+ 6)	204 (—15)	209 (+ 2)
Metalliferous ores and scrap	185·3 (+29)	201·6 (+ 9)	189·8 (— 6)
Iron ore	83·2 (+28)	84·3 (+ 1)	69·8 (—17)
Th. tons	18,598 (+30)	18,857 (+ 1)	15,961 (—15)
Hides and skins	57·2 (— 3)	55·8 (— 3)	66·6 (+ 9)
Crude rubber	50·5 (— 4)	47·3 (— 6)	46·1 (— 2)
Animal and vegetable oils and fats	53·6 (+22)	64·4 (+20)	63·5 (— 1)
Chemicals	252·2 (+23)	283·2 (+12)	(294·7 (+ 4)
Manufactured goods classified chiefly by material	1,072·0 (+27)	1,087·5 (+ 1)	1,185·5 (+ 9)
Wood manufactures	65·7 (+24)	69·6 (+ 6)	66·2 (— 5)
Newsprint paper and board	132·5 (+16)	122·9 (— 7)	133·4 (+ 9)
Cotton yarns and fabrics	72·5 (+19)	56·2 (—22)	55·4 (— 1)
Other textile manufactures	104·4 (+25)	95·3 (— 9)	103·4 (+ 8)
Iron and steel	105·9 (+41)	78·0 (—26)	87·8 (+13)
Th. tons	2,162 (+35)	1,200 (—44)	1,557 (+30)
Non-ferrous metals	328·0 (+40)	366·7 (+12)	421·8 (+15)
Copper	134·2 (+15)	177·6 (+32)	221·2 (+25)
Th. tons	529 (+ 6)	584 (+10)	510 (—13)
Aluminium	71·0 (+21)	69·9 (— 2)	76·0 (+ 9)
Total industrial materials (1)	2,442·7 (+20)	(+ 2)	2,542·2 (+ 3)
Mineral fuels, lubricants and related materials	583·6 (+ 5)	609·2 (+ 4)	627·0 (+ 3)
Crude petroleum	409·4 (+ 8)	424·7 (+ 4)	426·7 (+ 0)
Th. tons	59,396 (+11)	65,653 (+11)	70,360 (+ 7)
Petroleum products	166·4 (— 1)	166·7 (+ 0)	179·7 (+ 8)
Th. tons	18,269 (+ 6)	19,712 (+ 8)	21,305 (+ 8)

(1) Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by materials.

Table 15. Imports: Finished manufactures
(percentage change on a year earlier) £ million c.i.f.

	Year 1964	Year 1965	Year 1966
Consumer goods (1)	274·3 (+23)	243·2 (—11)	270·3 (+11)
Cars and motor cycles	36·6 (+45)	28·2 (—23)	31·0 (+10)
Other durable goods	70·9 (+26)	66·9 (— 6)	70·0 (+ 5)
Works of art	22·5 (+21)	23·4 (+ 4)	23·8 (+ 2)
Clothing and footwear	96·9 (+15)	75·3 (—22)	91·0 (+21)
Other consumer goods	47·4 (+23)	49·4 (+ 4)	54·5 (+10)
Other mainly capital goods	562·4 (+31)	639·1 (+14)	721·0 (+13)
Machinery	407·5 (+33)	455·2 (+12)	530·9 (+17)
Aircraft and aircraft engines	43·4 (+ 4)	47·3 (+ 9)	57·1 (+21)
Ships and boats	18·8 (+200)	26·4 (+40)	9·5 (—64)
Instruments	42·7 (+25)	46·3 (+ 8)	52·1 (+13)
Other	49·9 (+28)	63·9 (+28)	71·4 (+12)
Total finished manufactures (2)	836·6 (+28)	882·3 (+ 5)	991·4 (+12)

(1) Goods covered by headings in the Trade Accounts believed to include mainly consumer goods.
(2) SITC Revised Sections 7 and 8.

Notes to Table 16
(1) Separate figures not available for 1964 and 1965.
(2) Separate figures not available prior to 1965. Trade from Rhodesia has been included with other Non-Sterling as from January 1966. Percentage changes have been calculated on comparable figures.

Table 16. Imports by areas and countries
(percentage change on a year earlier) £ million c.i.f.

	Year 1964	Year 1965	Year 1966
Sterling Area:			
Jamaica	30·3 (— 4)	28·0 (— 8)	29·2 (+ 4)
Trinidad	36·2 (— 6)	24·5 (—32)	22·2 (— 9)
Australia	251·3 (+21)	219·5 (—13)	208·2 (— 5)
New Zealand	208·3 (+20)	208·2 (— 0)	187·1 (—10)
India	141·3 (— 0)	128·3 (— 9)	119·8 (— 7)
Pakistan	27·0 (— 4)	27·3 (+ 1)	31·9 (+17)
Ceylon	41·6 (+ 0)	42·3 (+ 2)	36·4 (—14)
Malaysia, Singapore (1)	52·5 (+ 6)	49·3 (— 6)	32·3, 15·8 (— 2)
Hong Kong	80·7 (+15)	70·2 (—13)	80·6 (+15)
Ghana	19·5 (—17)	17·3 (—11)	18·5 (+ 7)
Nigeria	88·5 (+13)	112·6 (+27)	112·7 (+ 0)
Zambia, Malawi, Rhodesia (2)	100·2 (+ 2)	76·1, 6·8, 29·2 (+12)	80·0 (+ 5), 9·3 (+37)
Kenya	19·4 (+ 2)	16·2 (—17)	19·8 (+22)
Middle East	238·6 (+ 2)	205·9 (—14)	205·1 (— 0)
Irish Republic	179·0 (+12)	170·4 (— 5)	186·0 (+ 9)
Republic of South Africa	182·5 (+10)	180·9 (— 1)	191·8 (+ 6)
Other	186·4 (— 8)	193·3 (+ 4)	196·9 (+ 2)
Total Sterling Area	1,883·2 (+ 7)	1,806·4 (— 4)	1,783·6 (+ 0)
Non-Sterling Area:			
North America	1,109·1 (+26)	1,130·5 (+ 2)	1,148·1 (+ 2)
Canada	458·3 (+22)	458·3 (— 0)	425·3 (— 7)
United States and Deps.	650·7 (+28)	672·2 (+ 3)	722·8 (+ 8)
Western Europe	1,812·9 (+20)	1,895·2 (+ 5)	2,069·0 (+ 9)
Free Trade Association (including Finland)	747·0 (+23)	782·3 (+ 5)	840·8 (+ 7)
Finland	116·0 (+18)	116·2 (+ 0)	123·0 (+ 6)
Sweden	209·4 (+28)	214·5 (+ 2)	217·2 (+ 1)
Norway	99·8 (+36)	105·5 (+ 6)	119·9 (+14)
Denmark and Greenland	187·0 (+13)	194·2 (+ 4)	206·2 (+ 6)
Switzerland and Liechtenstein	77·4 (+20)	85·9 (+11)	99·8 (+16)
Portugal, Azores and Madeira	31·4 (+40)	41·4 (+32)	47·0 (+13)
Austria	26·1 (+30)	24·6 (— 6)	27·8 (+13)
Economic Community	940·8 (+19)	994·7 (+ 6)	1,103·6 (+11)
Western Germany	270·3 (+27)	265·4 (— 2)	301·9 (+14)
Netherlands	238·6 (+13)	270·8 (+13)	291·3 (+ 8)
Belgium and Luxembourg	112·2 (+12)	123·5 (+10)	131·9 (+ 7)
France	187·1 (+19)	190·5 (+ 2)	212·3 (+11)
Italy	132·5 (+20)	144·6 (+ 9)	166·1 (+15)
Spain, Canary Islands and Spanish ports in North Africa	77·2 (+12)	73·6 (— 5)	80·0 (+ 9)
Other	47·9 (+ 8)	44·5 (— 7)	44·6 (+ 0)
Soviet Union and Eastern Europe	193·3 (+ 8)	220·1 (+14)	241·1 (+10)
Soviet Union	97·0 (+ 0)	118·8 (+22)	125·6 (+ 6)
Other	96·3 (+18)	101·2 (+ 5)	115·5 (+14)
Latin America	297·7 (— 1)	282·9 (— 5)	282·8 (— 0)
Venezuela	73·8 (+10)	73·2 (— 1)	58·5 (—20)
Argentine Republic	78·2 (—12)	71·5 (— 9)	70·6 (— 1)
Other	145·7 (+ 1)	138·2 (— 5)	153·7 (+11)
Other non-sterling	399·9 (+15)	416·0 (+ 4)	429·3 (— 4)
Middle East	176·7 (+12)	182·0 (+ 3)	189·7 (+ 4)
Japan	74·6 (+37)	78·2 (+ 5)	77·2 (— 1)
Other	148·6 (+ 9)	155·8 (+ 5)	162·4 (—12)
Total Non-Sterling	3,812·9 (+18)	3,944·7 (+ 3)	4,170·3 (+ 5)
Total All Countries	5,696·1 (+14)	5,751·1 (+ 1)	5,954·0 (+ 4

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

Finished manufactures

Imports of fuel have been growing steadily for some years, and showed an increase of 12 per cent last year over the restrained 1965 level. In 1965 the increase was down to 5 per cent compared with 28 per cent in 1964.

The trend in imports in the course of 1966 is not easy to judge owing partly to the removal of the charge at the end of November and also partly to the dislocation caused by the seamen's strike in the summer. Over the first three-quarters of the year they were running rather above the level to which they had recovered in the second half of 1965 after the rate of charge had been reduced. Then in October and November last year they were sharply lower, in advance of the lifting of the charge, and rose strongly in December; for the fourth quarter as a whole, however, the rate was down by 5½ per cent on the first three-quarters of the year. It is probable that some arrears from October and November remain to be made good in the early months of this year. It is possible also that the Government economic measures have been restraining the rate of growth of these imports.

Both capital and consumer goods contributed to the increase last year. Within the consumer goods category (which accounts for about one-quarter of total imports of finished manufactures) all types of goods rose to some extent last year. The most marked increase was in clothing and footwear, which increased by about 20 per cent, but increases of about 10 per cent were also recorded in most other categories of consumer goods. These increases, however, followed very marked reductions in 1965 and the total value of consumer goods imports last year, at £270 million, was still below the level in 1964 and this despite price increases.

Imports of mainly capital goods (about three-quarters of total imports of finished manufactures) rose by about 12½ per cent in 1966 following increases of 14 per cent in 1965 and 31 per cent in 1964. These increases were associated with the high level of investment. Machinery imports increased by about 17 per cent in 1966, with electric machinery rising by 19 per cent and non-electric machinery by 16 per cent. Imports of instruments increased by 13 per cent.

Imports of ships and of aircraft and aircraft engines tend to move erratically. In 1966 imports of the former decreased by 64 per cent to about £10 million while the latter increased by 21 per cent to £57 million.

Sources of imports

The main rise in imports last year, in manufactured goods, was reflected in the figures from all the main industrial areas, especially in Western Europe. The increase in imports from North America was less marked, with a rise from the United States and a marked reduction from Canada. Imports from the Soviet Union and Eastern Europe continued to expand, as did imports from all other main areas except the sterling area and Latin America; imports from these two areas showed little change.

Sterling area

Although imports last year from the sterling area as a whole were much the same as in 1965, imports from individual countries showed widely differing movements. Marked reductions in imports were recorded from some Commonwealth countries (especially Australia and New Zealand) but there were significant increases from non-commonwealth sterling area countries including South Africa and the Irish Republic.

Imports from Australia fell again in 1966 although the fall, of 5 per cent, was less marked than in 1965. Lower imports of beef and veal, and of raw wool contributed to this reduction. Imports from New Zealand showed a sharp decline last year after remaining flat in 1965 and increasing strongly in 1964. The fall in 1966, of 10 per cent, was mainly in mutton, lamb and dairy produce. Imports from India also fell substantially last year, by 7 per cent, but this was less steep than in the previous year. Lower prices for

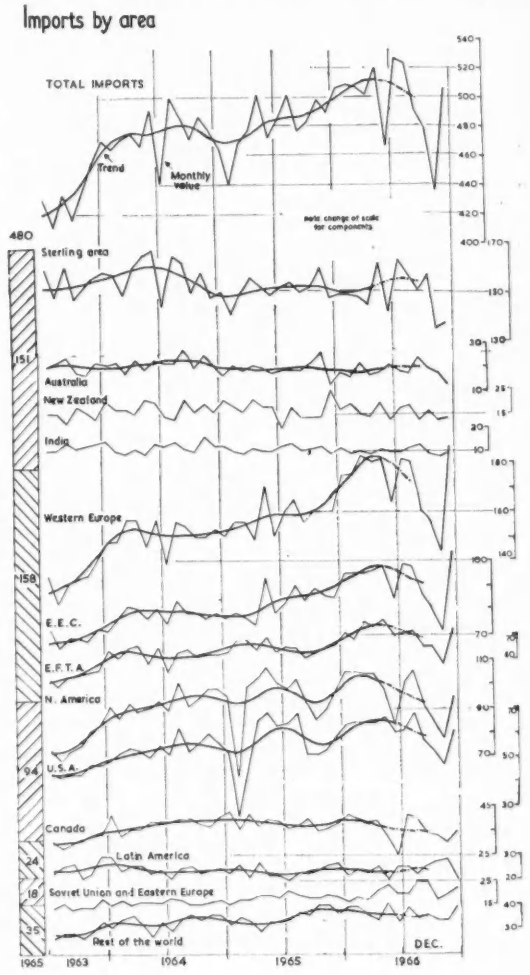


Table D. Imports: Areas (1)

Seasonally adjusted £ million c.i.f. monthly averages

	Sterling Area				Western Europe			North America			Latin America	Soviet Union and Eastern Europe	Rest of World	Total
	Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	USA and Deps.	Canada				
Average annual rate of growth 1955-65 per cent (2)	+1½	—2	+1½	—2	+6½	+7	+6	+4	+5	+3	+2	+7½	+5	+4
Year 1966	149	17	16	10	172	92	70	96	60	35	24	20	36	496
1965 1st quarter	147	18	18	11	154	78	67	85	45	40	24	16	33	458
2nd quarter	153	19	19	10	157	82	66	103	65	39	24	19	32	485
3rd quarter	152	18	14	12	160	86	64	97	61	37	22	19	36	489
4th quarter	152	19	18	11	160	87	64	91	54	37	26	18	39	490
1966 1st quarter	149	18	17	10	178	95	71	105	64	40	23	17	37	507
2nd quarter	149	17	15	10	176	93	73	95	63	32	23	21	35	495
3rd quarter	156	19	16	11	175	95	69	99	62	39	24	22	35	513
4th quarter	140	16	14	9	162	85	66	86	54	32	25	19	35	470

(1) From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'Rest of the World'.
(2) Annual percentage compound rate of growth measured between the values of imports 1955-65.

tea and a reduction in the volume imported contributed to this fall. Similar factors were also contributory to a fall in imports from Ceylon last year. There were also reductions in 1966 in imports from Sierra Leone, Libya, Trinidad and Malaysia.

Imports from the Irish Republic recorded the main rise within the sterling area last year. The increase, of 9 per cent (£16 million), was spread over a number of commodities, of which food and textiles were the most prominent. Imports from South Africa, which had remained fairly flat in 1965 after some years of rapid expansion, increased further last year, by 6 per cent, mainly reflecting higher imports of fruit.

North America

Imports from North America last year rose by 2 per cent, a similar rate to that in 1965. The increase last year was confined largely from higher imports of cereals and finished manufactures imports from Canada fell by £33 million. These changes arose largely from higher imports of cereals and finished manufactures from the United States and lower imports of timber and metalliferous ores from Canada.

Western Europe

Imports from Western Europe had been growing rapidly in the early 1960s but the rise slowed down to about 5 per cent in 1965. Last year stronger growth was resumed, with an increase of £174 million (9 per cent). Imports from the Common Market countries rose by £109 million (11 per cent); those from the EFTA countries rose £58 million (7½ per cent). The increase occurred in imports from each of the individual countries comprising the two groups.

Soviet Union and Eastern Europe

Imports from the Soviet Union and Eastern Europe have been rising strongly for some years and this continued in 1966. At £241 million, they were £21 million (9½ per cent) more than in 1965.

Latin America

The decline in recent years in imports from Latin America appears to have halted in 1966, when there was little change from the 1965 level. There were, however, some changes for individual countries. Imports from Venezuela fell back by 20 per cent mainly as a result of reduced shipments of crude petroleum. Meat imports from the Argentine rose again last year, but total imports from that country were about 1 per cent less than in 1965. Imports from Chile were of a higher value than in 1965, mainly because of increased quantities of copper imported at substantially higher prices.

Rest of the world

Imports from the Middle East non-sterling area countries increased last year, mainly as a result of increased shipments of crude petroleum, but there was a fall in imports from Japan, which previously had been rising strongly, and there were reduced imports from most of the remaining non-sterling – mainly African – countries.

Notes:

(*a*) *Trade balance*

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(b) Detailed particulars of United Kingdom imports, exports and re-exports were published on January 26 * and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for February † due to be published on or about February 27.

* Accounts relating to the Overseas Trade Accounts of the United Kingdom, December 1966. HMSO. Price 30s., by post 31s.
† Report on Overseas Trade, published by HMSO. Price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 *a.m. to* 5.30 *p.m.*

Table 17.

IMPORTS

Analysis by classes mainly subject and mainly not subject to the temporary import charge (a)

Seasonally adjusted £ million c.i.f. monthly averages

	Total	Mainly non-chargeable					Mainly chargeable					
		Total	Food and tobacco	Fuels	Basic materials	Other (b)	Total	Chemicals	Other semi-manufactures (c)	Machinery and transport equipment (less ships)		Other (mainly consumer goods) (d)
										Total	Machinery	
1963	415	300	135	47	83	36	115	17	40	33	29	25
1964	475	331	143	49	93	47	143	21	49	45	38	29
1965	479	335	138	51	92	54	144	24	45	48	41	27
1966	496	337	138	52	89	59	159	25	48	56	48	30
1963 1st quarter	390	284	123	47	77	37	106	15	36	33	27	22
2nd quarter	409	296	136	48	77	35	113	17	39	33	29	24
3rd quarter	424	308	143	45	85	35	116	18	40	33	29	26
4th quarter	438	313	140	45	91	37	125	19	45	35	31	27
1964 1st quarter	469	330	146	47	93	47	139	20	50	41	35	28
2nd quarter	477	329	141	49	94	45	148	21	51	45	38	30
3rd quarter	475	329	146	47	91	45	147	22	50	45	39	31
4th quarter	478	337	139	50	96	52	141	21	46	45	39	29
1965 1st quarter	458	329	128	53	93	55	129	19	42	43	37	25
2nd quarter	485	339	140	51	94	54	145	25	45	49	41	26
3rd quarter	489	337	144	48	94	51	152	26	45	51	44	29
4th quarter	490	342	143	52	91	56	148	24	45	50	42	29
1966 1st quarter	507	346	141	54	92	59	161	25	49	57	50	30
2nd quarter	495	338	138	52	86	62	157	26	49	53	47	30
3rd quarter	513	348	143	52	94	59	165	26	51	57	49	32
4th quarter	470	321	136	51	84	50	149	23	43	52	47	31

Notes:

(a) The analysis is in terms of categories for which seasonally adjusted figures are available and does not therefore allocate imports exactly to the chargeable and non-chargeable categories The mainly chargeable category consists of about 92 per cent chargeable goods (the remainder being non-chargeable). About 5 per cent of chargeable goods are included in the mainly non-chargeable groups. On the exact definition, total imports subject to the charge averaged (in £ million a month) 139 in 1964, 139 in 1965 and 153 in 1966.

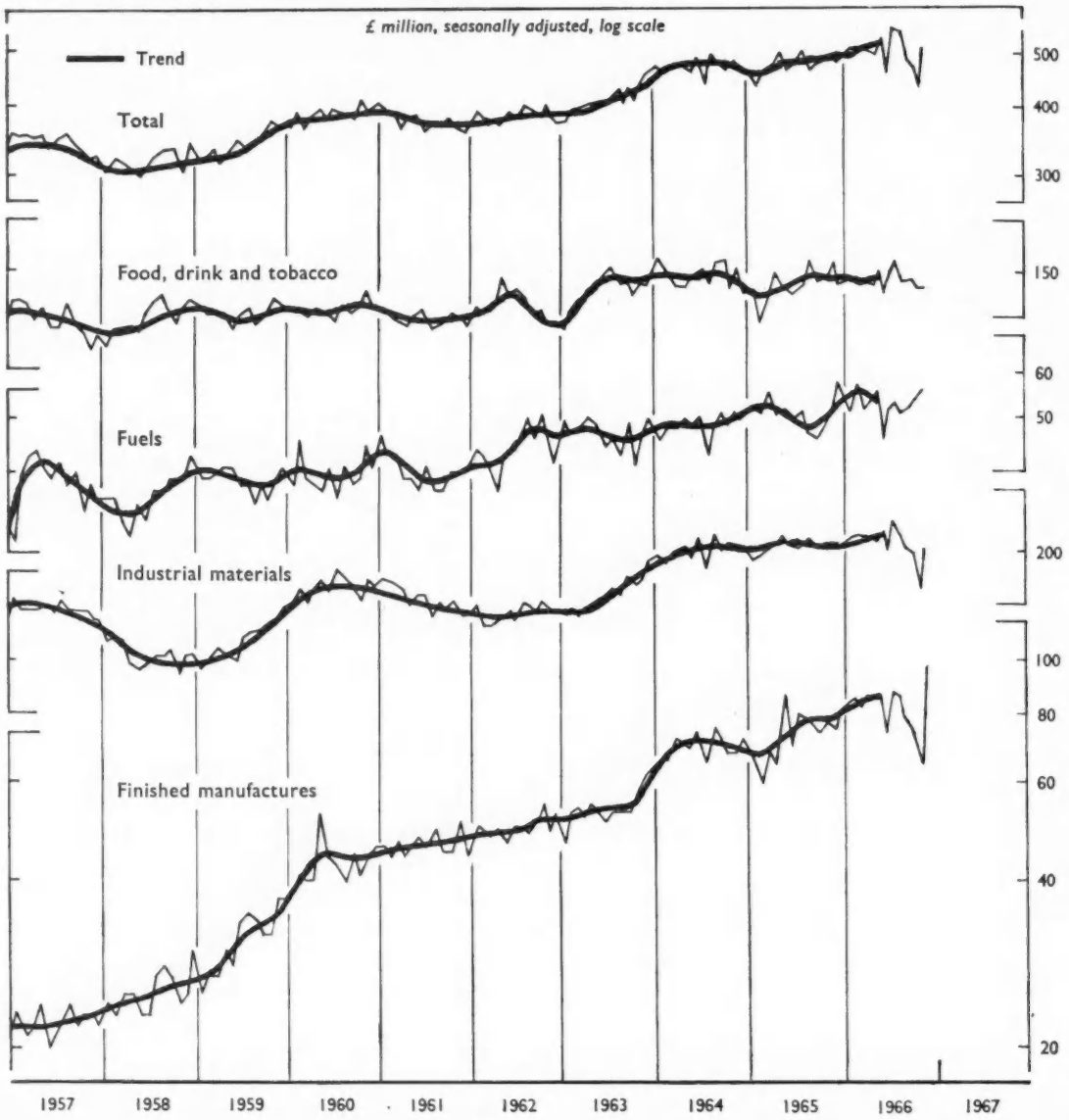
(b) Other mainly non-chargeable commodities cover non-ferrous metals, diamonds and ships.

(c) The heading 'Other semi-manufactures' mainly subject to the charge relates to semis other than chemicals, non-ferrous metals and diamonds.

(d) Other mainly chargeable goods relate mainly to consumer goods including alcoholic beverages.

UNITED KINGDOM TRADE, *continued*

Imports (c.i.f.) by commodity classes 1957 to 1966



Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price **7s. 6d.** (*by post* 8*s.* 4*d.*). Annual Subscription **£5** including postage and a copy of the Definitions of items and units employed in the Digest.

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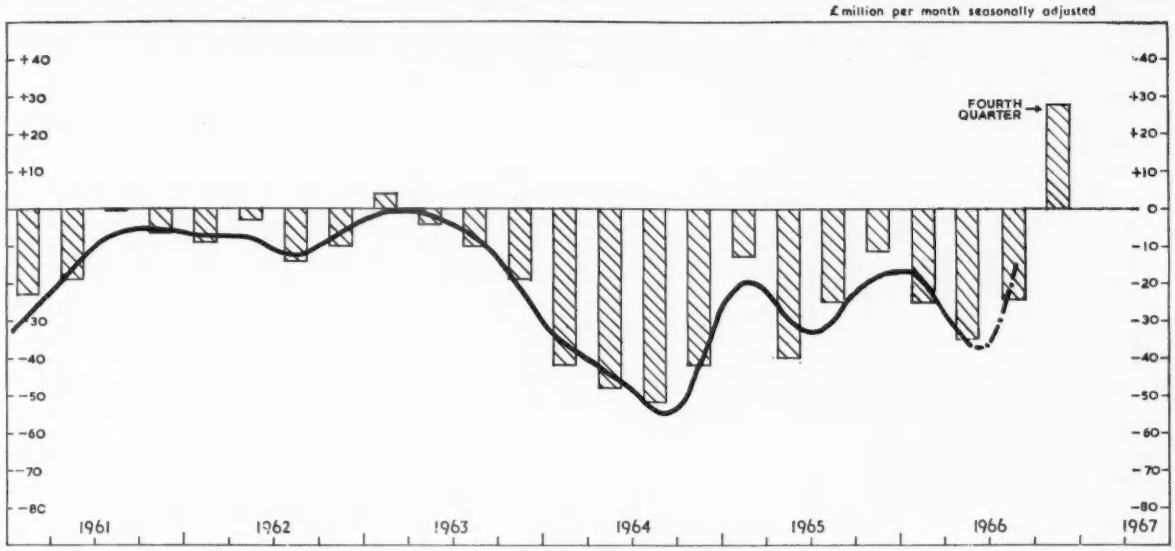
HMSO

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, February 3, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Deadlier than the Male	Br/E 32042	98	January 30	Rank Film Distributors Ltd.	Santor Film Productions Ltd.
Mining Review No. 6 – 20th Year	Br/E 32047	10	February 2	Data Film Distributors Ltd.	National Coal Board.
Just Like a Woman	Br/E 32048	90	February 2	Monarch Film Corp. Ltd.	Dormar Productions Ltd.
The Night of the Generals	Br/E 32049C	147	February 2	Columbia Pictures Corp. Ltd.	Filmsonor S.A., Paris, and Horizon Pictures (GB) Ltd., London.
Look at Life Series 32: *Collectors' Pieces*	Br/E 32056	9	February 3	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1964	Br/E 31872	8	February 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1964A	Br/E 31873	8	February 3	" " "	" "
Pathe News 67-9	Br/E 31938	7	February 3	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-10	Br/E 31939	8	February 3	" "	" "
			FOREIGN		
Return of the Gunfighter	F 32040	88	January 30	Metro-Goldwyn-Mayer Pictures Ltd.	King Brothers Productions Inc.
Penelope	F 32041	98	January 30	" "	Euterpe Inc.
From the Orient with Fury	F 32043	102	January 31	Compton Film Distributors Ltd.	Fida Cinematografica, Rome, Epoca Films, S.A., Madrid, and Production Jacques Roitfeld, Paris.
Minnesota Clay	F 32044	89	January 31	" "	Ultra Film, Rome, Jaguar Films, Madrid, and Franco-London Films, Paris.
Castle of Evil	F 32045	81	January 31	" "	National Telefilm Associates (UK), Ltd.
Blood Suckers	F 32046	79	February 2	S.F. (Film) Distributors Ltd.	Orbita Films, Barcelona, and Tefi-Films, Munich.
The Triumph of Michael Strogoff	F 32050	118	February 3	Ranworth Film Services Ltd.	Les Films Modernes, Paris, and Fono Roma Films, Rome.
Super Pink	F 32051	6	February 3	United Artists Corp. Ltd.	Mirisch-Geoffrey D.F. Productions Inc.
Unsafe and Seine	F 32052	6	February 3	" "	" "
Sicque, Sicque, Sicque	F 32053	6	February 3	" "	" "
Genie with the Light Pink Fur	F 32054	6	February 3	" "	" "
That's No Lady—That's Notre Dame!	F 32055	6	February 3	" "	" "

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Rubber for November 1966.
Wood Chipboard for December 1966

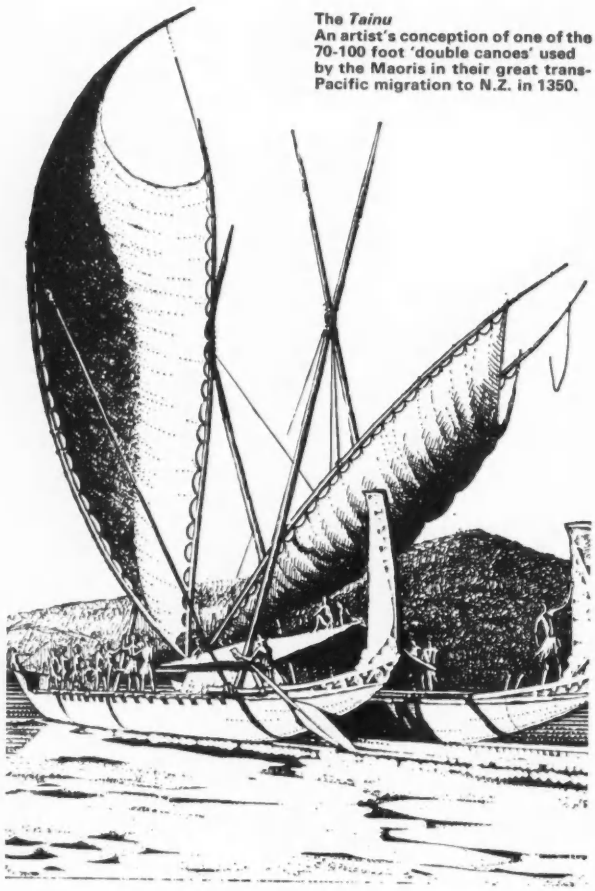
Quarterly at 7s. 6d. a year, post free:
Engineers' Tools for July-September 1966.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week of the end of the JOURNAL.

New Zealand wasn't too far away for its first traders



The *Tainu*
An artist's conception of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350.

WHY SHOULD IT BE FOR YOU?

We have nearly 200 branches in New Zealand. They supply us with regular reports on local market conditions, on import and export needs. We know, or can find out for you, a lot of other things if you are thinking of doing business with—or just visiting—our country. Just ask us. Ask us, too, for our latest **Review of the Economic Situation in New Zealand.**

The National Bank
OF NEW ZEALAND LIMITED

Our London address: **8 Moorgate, London E.C.2 (Tel: MONarch 8311)**

Unit value and volume index numbers for December and Year 1966

THE following commentary is confined to the analysis of trends in the unit value index numbers. Trends in the volume of trade have been referred to in the article relating to United Kingdom overseas trade in 1966 printed elsewhere in this *Journal*.

There was again no change in December in the import and export unit value index numbers measured to the nearest whole number. Small increases were insufficient to affect the rounded totals. The terms of trade in December also remained unchanged.

For 1966 as a whole the import unit value index was about 1½ per cent higher than in 1965. There had been quite strong rises, of about 4 per cent, in each of the years 1963 and 1964 but no further increase in 1965. During 1966, prices rose gradually in the first half of the year but then eased back a little.

For last year as a whole, the increase of 1½ per cent was mainly on account of higher prices for imported copper. This was reflected in the index for manufactured goods which rose five points. The indices for basic materials and for food, beverages and tobacco showed small rises of about ½ per cent for the year as a whole although the index for basic materials eased back a good deal in the second half of the year. The index for fuels last year fell by six points, reflecting the continued adjustment by oil companies of landed prices begun in 1965.

Export unit values in 1966 were about 3½ per cent higher than in 1965. The rise was significantly higher than the average rate of increase over the past decade. There was a gradual but steady rise during each of the first six months of the year, but this was followed by a flatness during the latter half of the year.

For 1966 as a whole the increase in export unit values was wholly in the manufactured goods categories. There was no change in average in the export unit value of non-manufactured goods. Part of the increase for the year as a whole was attributable to increased prices of copper manufactures and the export unit value index for exports was on average about 5½ per cent higher, though falling in the closing months of the year. Increases were also recorded in each of the other categories of manufactured goods. The index for machinery and transport equipment rose by 4 per cent, that of chemicals and textiles rose by 1½ per cent, and the other manufactured goods index rose by 4½ per cent. The index for chemicals, however, was falling in the last few months of the year.

The terms of trade improved further in 1966. They had worsened in 1963 and 1964, but partly made good this decline in 1965. For 1966 as a whole, they were one point above the 1965 level and by the end of last year they had improved a further point.

A packaged boiler manufactured by John Thompson Ltd. of Wolverhampton for the new BP refinery at Gothenburg, seen at Hull shortly before being driven aboard the 'Svea' at Hull on a Pickfords trailer.

United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	IMPORTS					EXPORTS								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966 . . .	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter .	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1965 January .	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October .	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May .	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June .	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July .	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August .	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September .	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October .	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November .	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December .	109	115	101	83	117	113	101	115	105	112	119	117	115	104

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

LONGS limited
Factory:
Hersham Trading Estate
WALTON-on-THAMES 26242
Specialists since 1899 in
ROLLER & SPINDLE
COVERING 1 m m. to 12 ft. 13 ft. Dia.
PRECISION GRINDERS
RUBBER, CORK and OTHER COMPOSITIONS

If it's Roller Processing – Consult Longs

United Kingdom import and export volume index numbers

TABLE 2

(1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	123	101	102	154	146	121	128	120	139	97	104	120	134
Unadjusted:													
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1965 December	125	105	109	167	139	123	130	120	124	102	108	118	140
1966 January	131	107	109	146	156	111	111	111	123	90	95	109	130
February	118	97	95	153	140	121	132	120	132	97	104	120	136
March	135	111	111	164	165	138	148	137	147	108	106	145	149
April	122	97	95	156	152	111	115	111	122	92	97	110	130
May	125	100	97	159	156	127	133	128	148	96	110	136	117
June	121	98	103	138	149	108	113	108	124	86	94	108	121
July	127	100	109	151	157	113	108	114	124	98	98	113	133
August	122	101	114	155	136	116	107	117	136	97	91	117	138
September	122	101	104	158	142	117	132	115	143	88	100	111	135
October	118	103	100	150	134	127	133	127	148	104	115	119	159
November	111	105	100	164	108	142	160	140	168	116	127	137	155
December	125	97	93	169	157	124	145	119	148	94	114	119	116
Seasonally adjusted:													
1965 1st quarter	*114*	*93*	*108*	*145*	*125*	*115*	*116*	*115*	*130*	*104*	*105*	*111*	*132*
2nd quarter	*120*	*101*	*109*	*140*	*139*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*123*	*108*	*108*	*133*	*142*	*118*	*126*	*117*	*130*	*106*	*112*	*115*	*122*
4th quarter	*122*	*106*	*105*	*148*	*141*	*121*	*126*	*121*	*131*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*	*104*	*106*	*153*	*149*	*122*	*132*	*121*	*131*	*97*	*102*	*120*	*142*
2nd quarter	*122*	*99*	*99*	*149*	*149*	*114*	*124*	*113*	*130*	*93*	*98*	*112*	*127*
3rd quarter	*126*	*105*	*109*	*153*	*150*	*122*	*121*	*121*	*139*	*98*	*103*	*121*	*136*
4th quarter	*117*	*100*	*97*	*161*	*134*	*127*	*133*	*125*	*152*	*102*	*113*	*124*	*134*
1965 December	*122*	*103*	*103*	*165*	*143*	*125*	*132*	*124*	*129*	*105*	*111*	*125*	*141*
1966 January	*127*	*106*	*103*	*143*	*150*	*117*	*119*	*115*	*128*	*95*	*101*	*110*	*144*
February	*127*	*104*	*107*	*165*	*148*	*127*	*140*	*127*	*137*	*102*	*111*	*126*	*147*
March	*124*	*100*	*108*	*150*	*148*	*121*	*135*	*120*	*128*	*93*	*95*	*124*	*136*
April	*123*	*98*	*100*	*155*	*152*	*120*	*131*	*119*	*133*	*100*	*103*	*116*	*146*
May	*127*	*103*	*102*	*160*	*154*	*122*	*132*	*121*	*140*	*94*	*104*	*126*	*120*
June	*114*	*94*	*95*	*133*	*140*	*100*	*109*	*99*	*118*	*84*	*87*	*95*	*116*
July	*129*	*104*	*110*	*153*	*157*	*116*	*121*	*115*	*128*	*99*	*100*	*113*	*132*
August	*129*	*111*	*112*	*157*	*150*	*126*	*115*	*127*	*146*	*102*	*103*	*130*	*141*
September	*121*	*101*	*104*	*150*	*143*	*124*	*128*	*122*	*143*	*92*	*107*	*122*	*136*
October	*118*	*102*	*102*	*155*	*133*	*128*	*125*	*128*	*150*	*106*	*114*	*124*	*150*
November	*108*	*100*	*98*	*159*	*106*	*131*	*137*	*129*	*158*	*106*	*113*	*129*	*139*
December	*126*	*99*	*92*	*168*	*164*	*121*	*138*	*119*	*149*	*94*	*111*	*121*	*114*

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Lindustries Limited

Highlights from the *Annual Report and Statement by the Chairman, Mr. W. E. Luke on the Accounts for financial year ended 1 October 1966.

	1966	*1965*
SALES	£	*£*
Sales outside the Group	23,056,396	*21,767,100*
EARNINGS		
Trading profit	1,587,405	*2,026,814*
Profit after tax attributable to Lindustries Limited	818,166	*1,206,000*
Earned for ordinary shares	697,166	*1,085,000*
Retained in the business	268,201	*873,717*
Ordinary dividends (gross)	530,463	*661,080*
Earned per 5/- ordinary share	1/0·5d	*1/8d*
Dividends (gross) per 5/- ordinary share	9·5d	*1/0d*
ASSETS		
Fixed assets and trade investments	5,323,093	*5,127,363*
Net current assets	8,661,612	*8,518,068*
Net assets employed	13,984,705	*13,645,431*
Net assets attributable to ordinary shareholders' funds	9,367,976	*9,024,180*
Net asset value per 5/- ordinary share	14/1d	*13/8d*
RETURN		
Trading profit on net assets employed	11·3%	*14·9%*

- Profits for the year are down by 22%.
- The distribution proposed for the year is 16% (last year it was 16% plus a special bonus of 4%).
- The fall in profits was caused in the main by losses suffered by two major subsidiaries, one in the Textile Division and the other in the Engineering Division.
- It is still intended to pursue a policy of diversification.
- It is hoped that there may be a modest improvement in profits during the current year.

A.G.M.: 9 March 1967. Dividends 11 March–Ordinary Final 6% Preferred Ordinary Final 3%.

* *Copies from Secretary, 100 Brompton Road, London, S.W.3.*

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Production of man-made fibres in December

TOTAL PRODUCTION by weight of man-made fibres in December was 4 per cent less than in December 1965. Within the total, output of continuous filament was 11 per cent less and staple fibre 1 per cent more.

Annual total production by weight in 1966 was 2 per cent more than the record total for 1965; output of continuous filament increased by 4 per cent and staple fibre by 1 per cent.

Total deliveries of continuous filament in 1966 were 2 per cent more than in 1965; deliveries to the home trade were 6 per cent more, but for export 13 per cent less. Within the total for the home trade, deliveries to the hosiery and warp knitting industries were 24 per cent more and 2 per cent less respectively, while deliveries to the weaving industry were 2 per cent more, and for industrial purposes 1 per cent more.

Deliveries of staple fibre in 1966 were at about the same level as in 1965; deliveries to the home user industries decreased by 3 per cent, while deliveries for export increased by 8 per cent. Within the total for the home industries, deliveries to cotton and flax spinning were 9 and 4 per cent less respectively, but to wool spinning marginally more.

Man-made fibre production

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1966 (quarterly average)	102·8	117·6	220·4
1965 3rd quarter	93·7	105·8	199·5
4th quarter	98·8	116·2	215·0
1966 3rd quarter	97·2	108·2	205·4
4th quarter	94·6	120·7	215·2
1965 October	33·4	37·4	70·8
November	32·6	38·7	71·2
December	32·9	40·2	73·0
1966 October	33·6	40·1	73·7
November	31·6	39·9	71·5
December	29·4	40·7	70·1

Deliveries of continuous filament yarns

(thousand lb. actual weight)

	Year 1965	Year 1966	1965 July-Sept.	1965 Oct.-Dec.	1966 July-Sept.	1966 Oct.-Dec.
Weaving	89,080	90,622	20,679	23,868	20,840	21,281
Hosiery	55,159	68,182	13,438	16,957	13,736	17,785
Warp knitting	47,151	46,100	10,652	12,712	9,860	11,574
Industrial purposes (tyres, etc.)	106,019	107,233	24,603	29,244	26,894	22,801
Other purposes	12,793	17,353	2,935	3,309	3,947	5,313
Exports as yarn (a)	87,227	75,787	20,724	20,782	17,245	18,807
Total	397,428	405,277	93,031	106,871	92,523	97,560

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(thousand lb. actual weight)

	Year 1965	Year 1966	1965 July-Sept.	1965 Oct.-Dec.	1966 July-Sept.	1966 Oct.-Dec.
Cotton spinning	125,728	114,825	27,530	29,824	24,163	30,018
Wool spinning	125,493	125,622	28,550	34,281	27,845	31,769
Flax spinning	29,419	28,345	6,349	6,034	7,528	8,624
Other spinning systems and sundries	53,983	56,461	13,281	13,399	14,273	13,656
Exports (a)	116,110	125,666	28,306	28,887	26,773	37,187
Total	450,734	450,919	104,016	112,425	100,582	121,254

(a) The figures refer to deliveries from the industry direct for export and may differ from the total recorded as exports in the monthly trade accounts.

Retailers' stocks in December

STOCKS held by retailers at the end of December were 3 per cent higher than at the corresponding date in 1965, about half the increase as that shown on average over the preceding eleven months.

In volume terms, retailers' stocks were 1 per cent higher at the end of December than a year earlier, compared with an average increase of 4 per cent over the preceding eleven months.

Estimate of changes in retailers' stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1966	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	105	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1966	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1

Note: Retailers' stocks at end December 1960 were £993 million at current prices.

Gold reserves January 1967

AFTER FURTHER REPAYMENT of drawings on Central Bank facilities, the gold and convertible currency reserves rose by £11 million during January, to stand at £1,118 million at the end of the month.

New series on economic situation

THE JANUARY ISSUE of *Economic Trends*, published on January 31 (HMSO, price 7s.), includes an article on the economic situation, the first of a new regular monthly series of articles on this subject. The issue also includes the usual quarterly article on national income and expenditure.

CARS FOR ADEN

Mr. R. K. Hamilton, British Commercial Secretary in Aden, looking at a consignment of Corsairs and Cortinas recently delivered to the showrooms of the Murgian Transport Co., Aden. With him is the company's manager, Mr. Turki.

Retail sales in December

THE VOLUME of retail sales (i.e. sales at constant prices) in the fourth quarter of last year was, after seasonal adjustment, about the same as in the third quarter. This was in contrast to the falls of about 1 per cent for the corresponding comparisons for the three-month periods ended October and November and indicates some levelling off after the downward movement which began in the summer. For the last half of 1966 the index of the volume of retail sales was 109, one point lower than in the first half of the year and the same as in the last quarter of 1965.

The volume of sales by food shops, seasonally adjusted, was slightly higher than in the third quarter – though the indices, to the nearest whole number, are the same – thus offsetting the decline in the volume of sales of non-food shops which fell only one point in the quarter, as compared with a fall of two points between the second and third quarters.

For December itself the seasonally adjusted index of the volume of sales was 109 the same as in November. The value index at 126 was also the same as in November and only one point higher than the average for the year as a whole. For 1966 as a whole retail turnover was 4 per cent higher than in 1965 – a smaller increase than has been recorded for any year since 1962.

Clothing and footwear shops

The value of sales in clothing and footwear shops in the fourth quarter was, after seasonal adjustment, about the same level as earlier in the year. For 1966 as a whole, sales were 2 per cent higher than in 1965; since prices of clothing and footwear were on average about 2-3 per cent higher in 1966 than in 1965 this represents some reduction in the volume of sales between these two years. For December itself sales showed an increase of 2 per cent over December 1965 sales, an increase more or less in line with the average for the year though, as the figures show, the series is particularly volatile. Prices of clothing and footwear continued to be about 3 per cent higher than a year earlier.

Seen during a visit to the Blackwood factory of South Wales Switchgear Ltd. are three visitors from Sweden on a four-day visit to South Wales. They are (left to right): Mr. Lars Strangh, director of the Swedish Employers' Federation; Mr. Goran Lundstrom, City editor of Dagens Nyheter; *Mr. M. H. Newman, personal assistant to the chairman of South Wales Switchgear, Sir Alfred Nicholas; and Mr. Tell Dahllof, editor of* Industria *magazine. The visitors are inspecting an automatic machine in the factory's machine shop.*

Durable goods shops

In the fourth quarter of 1966, the seasonally adjusted index of the value of sales of durable goods shops was 118, and was at much the same level as in August and September. In the earlier part of the year it had averaged about 122, a change largely due to the fall in instalment credit sales as a result of the measures of July 20. For December itself the value of sales was 4 per cent less than in December 1965, a similar decrease on a year earlier to that experienced in the preceding months. The only groups of retailers showing market variations from this decrease were multiple furniture shops which showed a 17 per cent decrease (again similar to their experience in October and November), television rental specialists which showed a 3 per cent increase roughly in line with earlier months, and electricity showrooms with a 1 per cent increase on December 1965.

Prices of durable goods as a whole were about 3 per cent higher than in December 1965.

Other non-food shops

The seasonally adjusted quarterly index of other non-food shops has remained at 131 throughout 1966, after showing continual in-

Table 1. Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1965 3rd quarter	121	119	123	118	121	126
4th quarter	123	122	124	118	122	127
1966 1st quarter	124	122	127	120	122	131
2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1965 October	121	121	122	113	124	127
November	124	122	126	124	122	129
December	123	123	123	118	121	126
1966 January	124	122	126	121	126	129
February	124	122	125	118	121	130
March	125	122	128	122	121	134
April	125	124	126	117	124	131
May	127	125	127	119	123	133
June	125	123	126	120	121	130
July	126	124	128	121	126	132
August	126	125	128	123	118	134
September	124	125	123	117	116	128
October	125	125	124	116	119	132
November	126	126	126	123	117	131
December	126	128	125	120	117	131

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1965 3rd quarter	108	104	111
4th quarter	109	105	112
1966 1st quarter	110	105	114
2nd quarter	110	106	113
3rd quarter	109	106	111*
4th quarter	109	106	110
1965 October	108	104	110
November	110	105	114
December	109	106	111
1966 January	110	105	114
February	109	105	112
March	110	106	115
April	110	107	113
May	111	107	114
June	109	105	113
July	110	106	113
August	109	106	113
September	107*	106	109*
October	108	106	109
November	109	106	111
December	109	107	110

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

* Revised.

creases each quarter since the beginning of the present series. Sales of mail-order houses which showed an increase for the second half of 1966 of 8 per cent compared with the corresponding period of 1965, in contrast with the 16 per cent average increase reported for each of the previous three and a half years, are partly responsible for the levelling out in this sector; department stores also recorded the same kind of experience, with a barely significant increase for the second half of the year, a 4 per cent increase for the first six months, and a 4 per cent per annum increase over the previous four years.

Tables on following pages

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

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**Now the National Reference Library of Science and Invention (Holborn Division).*

Pictured arriving to start work on February 1 at New Century House, the 13-storey CWS Headquarters in Manchester, is Mr. Philip M. Thomas, the Society's newly-appointed £17,000 a year chief executive officer. He is being met at the revolving door by Mr. Alfred Wilson (centre) Secretary of the CWS, while commissionaire Mr. Fred Tyree extends a welcoming handshake. The big task before Mr. Thomas is the managing of a business with sales approaching £500 million annually, and he will also have a key role in moulding the new trading relationship between the CWS and 600 retail co-op societies in England, Wales, and Northern Ireland.

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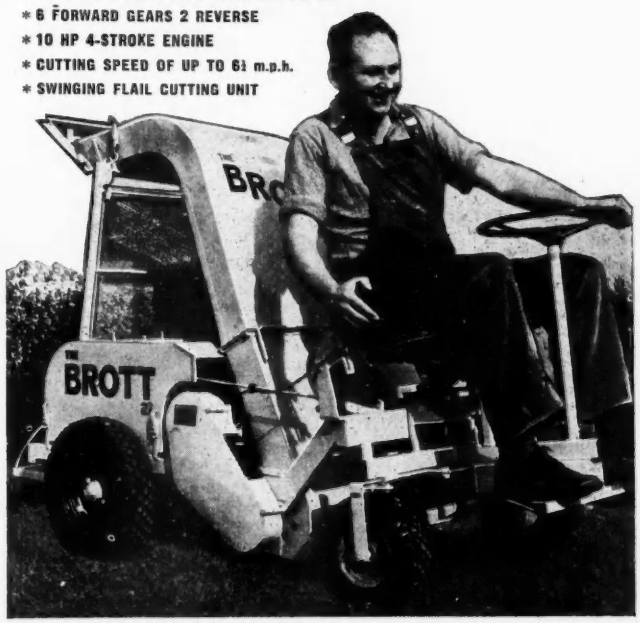

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RETAIL SALES, *continued*

Table 2. Summary table

Index numbers of sales per week and percentage changes on a year earlier (a)

(i) Value (at current prices)

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
All kinds of Business (£9,140 million)	1961	100	91	97	98	114	90	88	96	94	99	98	102	95	97	100	106	131
	1962	103	94	101	101	117	93	92	96	99	101	102	104	99	101	103	110	135
	1963	108	97	104	105	124	97	94	99	103	105	105	107	103	106	109	114	143
	1964	113	102	110	111	132	102	100	105	108	111	110	113	108	112	117	122	151
	1965	120	109	116	117	139	109	106	111	115	117	116	119	116	117	122	130	159
	1966	125	115	122	122	142	115	111	118	121	125	120	125	121	120	126	132	163
	1966	+4	+5	+5	+3	+3	+6	+4	+6	+5	+7	+4	+5	+4	+2	+3	+2	+3
Analysis by kind of business:																		
Food Shops (£4,154 million)	1961	100	96	99	98	107	94	96	98	97	99	99	100	98	97	99	102	117
	1962	104	101	103	102	109	99	101	102	103	103	104	104	102	101	101	105	120
	1963	107	105	106	104	113	104	105	105	106	106	105	106	104	103	105	108	123
	1964	112	107	111	111	120	106	107	109	110	111	111	112	110	111	112	115	130
	1965	119	114	117	117	127	113	114	114	118	116	116	117	118	115	118	122	139
	1966	124	120	123	122	132	119	119	121	125	125	122	123	123	120	123	126	145
	1966	+5	+5	+6	+4	+4	+5	+5	+5	+6	+8	+5	+5	+5	+4	+4	+4	+4
Non-Food Shops (£4,986 million)	1961	100	87	96	97	120	86	82	93	92	98	97	103	93	96	102	110	143
	1962	103	88	99	101	124	89	85	90	96	100	101	103	97	102	104	114	148
	1963	108	91	103	106	133	91	86	94	100	104	104	109	103	107	111	119	160
	1964	114	98	109	111	141	99	94	101	106	112	109	113	107	113	121	128	167
	1965	122	105	116	118	148	105	100	109	114	118	115	122	114	119	126	137	175
	1966	126	111	121	121	150	112	105	116	118	125	119	127	118	120	129	137	178
	1966	+3	+5	+4	+3	+2	+6	+4	+6	+4	+6	+3	+4	+4	Nil	+2	Nil	+2
Clothing and Footwear Shops (£1,384 million)	1961	100	84	99	94	123	85	73	91	91	105	101	100	89	93	102	109	151
	1962	102	81	102	98	126	87	74	82	99	101	105	100	92	100	102	115	156
	1963	106	83	104	103	136	88	75	86	98	104	108	107	98	105	109	116	172
	1964	110	89	109	105	140	96	82	92	102	117	106	111	98	106	118	120	174
	1965	117	95	115	112	146	99	86	98	111	118	115	117	106	114	117	132	180
	1966	120	99	118	114	148	105	88	103	112	126	116	121	110	111	121	130	184
	1966	+2	+4	+3	+1	+2	+6	+2	+5	+1	+6	+1	+3	+3	−2	+3	−1	+2
Durable Goods Shops (£956 million)	1961	100	93	95	100	112	96	89	94	93	95	96	111	93	97	104	109	121
	1962	103	95	97	102	118	98	93	94	93	99	98	106	98	102	109	116	128
	1963	109	95	101	109	129	96	92	97	98	104	102	111	106	111	118	125	141
	1964	116	107	108	114	136	112	105	105	108	107	109	115	111	116	127	133	146
	1965	121	114	112	118	140	119	110	114	111	114	111	121	113	118	132	136	149
	1966	120	116	114	117	135	124	111	112	114	116	113	126	112	114	127	131	143
	1966	−1	+1	+2	−1	−4	+4	+1	−1	+3	+2	+1	+4	−1	−4	−4	−4	−4
Miscellaneous non-Food Shops (£1,962 million)	1961	100	87	94	100	118	83	85	93	92	95	96	101	100	98	97	105	146
	1962	103	90	98	103	122	87	90	93	96	98	100	103	104	102	100	108	150
	1963	107	93	102	107	127	89	92	96	101	102	104	108	109	105	106	113	157
	1964	114	98	107	114	137	94	97	103	105	108	108	114	114	113	113	121	167
	1965	122	105	115	120	145	102	105	109	114	115	116	121	122	119	120	129	178
	1966	128	113	122	126	150	108	110	118	122	122	121	128	128	123	126	132	184
	1966	+5	+7	+6	+5	+3	+6	+5	+9	+7	+6	+5	+6	+5	+4	+4	+2	+3
Department Stores (£457 million)	1961	100	87	92	94	126	95	75	90	91	94	92	110	81	93	105	118	150
	1962	103	86	97	100	131	97	75	86	95	97	98	112	85	101	106	123	157
	1963	108	88	100	105	139	99	75	91	98	101	100	118	91	106	114	126	169
	1964	113	96	105	108	146	111	85	94	103	105	107	118	93	111	122	134	176
	1965	118	100	108	113	151	113	88	99	109	109	105	131	96	113	123	139	182
	1966	120	105	111	114	150	120	89	105	112	115	106	134	99	111	123	137	183
	1966	+2	+5	+3	+1	Nil	+6	+1	+6	+2	+6	+1	+2	+4	−2	Nil	−2	Nil
Mail Order Businesses (£227 million)	1961	100	86	95	88	131	57	86	108	90	100	95	86	70	105	117	135	139
	1962	108	91	106	96	137	63	94	112	97	118	103	93	76	114	121	143	146
	1963	122	100	117	110	160	75	96	124	111	128	114	107	84	133	143	159	175
	1964	142	116	139	123	193	86	117	140	139	141	138	110	100	152	176	199	203
	1965	165	140	154	148	219	99	135	177	142	170	150	139	130	169	204	243	212
	1966	184	162	176	160	237	115	160	202	163	196	170	148	148	179	221	257	233
	1966	+11	+16	+14	+8	+8	+16	+19	+14	+15	+15	+14	+6	+14	+6	+8	+6	+10
Analysis by form of organization:																		
Independents (£4,950 million)	1961	100	93	97	99	111	93	90	96	95	98	98	103	97	97	99	103	126
	1962	102	95	100	101	112	96	94	95	99	100	101	104	100	99	101	105	127
	1963	105	97	102	104	116	98	95	97	101	102	102	106	103	102	105	107	133
	1964	109	101	106	109	123	102	99	102	105	107	106	111	108	108	111	114	140
	1965	115	107	111	114	128	109	104	107	111	111	111	115	114	112	115	119	146
	1966	119	112	116	117	131	114	108	113	116	117	115	121	118	114	118	121	149
	1966	+4	+5	+5	+3	+2	+5	+4	+5	+5	+6	+4	+5	+3	+2	+2	+1	+2
Multiples (£2,561 million)	1961	100	87	97	98	118	84	83	93	92	100	99	101	97	96	100	107	141
	1962	107	92	104	105	126	90	90	95	102	103	107	106	105	105	106	116	150
	1963	115	98	111	113	138	95	96	102	108	111	113	113	112	113	116	124	165
	1964	123	107	118	120	147	105	105	111	115	121	118	122	117	120	127	134	173
	1965	133	116	128	129	158	113	114	120	127	129	129	131	128	129	135	146	186
	1966	140	123	136	135	165	121	120	128	134	140	135	139	135	133	142	151	194
	1966	+5	+7	+6	+4	+4	+7	+5	+7	+6	+9	+5	+6	+5	+3	+5	+3	+4

Table 2—*continued*

(i) Value (at current prices), *continued*

1961 = 100

KIND OF BUSINESS (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
CO-OPERATIVE SOCIETIES (£946 million)	1961	100	98	99	96	108	95	96	101	97	101	98	98	91	98	99	105	117
	1962	100	97	98	95	108	95	96	99	97	100	97	95	91	99	99	106	118
	1963	100	98	98	95	109	97	97	99	98	101	96	95	91	98	99	105	119
	1964	102	98	101	98	113	96	97	99	101	101	100	98	94	101	104	110	122
	1965	105	101	103	101	116	100	100	103	103	105	101	100	98	103	105	114	126
	1966	106	103	105	100	114	103	102	105	106	109	102	102	98	101	104	111	125
	1966	+1	+2	+2	Nil	—2	+3	+1	+2	+3	+4	+1	+2	Nil	—2	—2	—3	—1
DEPARTMENT STORES (£457 million)	1961	100	87	92	94	126	95	75	90	91	94	92	110	81	93	105	118	150
	1962	103	86	97	100	131	97	75	86	95	97	98	112	85	101	106	123	157
	1963	108	88	100	105	139	99	75	91	98	101	100	118	91	106	114	126	169
	1964	113	96	105	108	146	111	85	94	103	105	107	118	93	111	122	134	176
	1965	118	100	108	113	151	113	88	99	109	109	105	131	96	113	123	139	182
	1966	120	105	111	114	150	120	89	105	112	115	106	134	99	111	123	137	183
	1966	+2	+5	+3	+1	Nil	+6	+1	+6	+2	+6	+1	+2	+4	—2	Nil	—2	Nil
MAIL ORDER BUSINESS (£227 million)	1961	100	86	95	88	131	57	86	108	90	100	95	86	70	105	117	135	139
	1962	108	91	106	96	137	63	94	112	97	118	103	93	76	114	121	143	146
	1963	122	100	117	110	160	75	96	124	111	128	114	107	84	133	143	159	175
	1964	142	116	139	123	193	86	117	140	139	141	138	110	100	152	176	199	203
	1965	165	140	154	148	219	99	135	177	142	170	150	139	130	169	204	243	212
	1966	184	162	176	160	237	115	160	202	163	196	170	148	148	179	221	257	233
	1966	+11	+16	+14	+8	+8	+16	+19	+14	+15	+15	+14	+6	+14	+6	+8	+6	+10

(ii) Volume (at average 1961 prices)

1961 = 100

KIND OF BUSINESS (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
ALL KINDS OF BUSINESS (£9,140 million)	1961	100	93	97	97	113	91	89	97	95	99	98	102	94	96	100	105	129
	1962	100	92	98	98	113	92	91	94	97	98	99	100	96	98	100	107	130
	1963	103	93	100	102	118	93	90	95	98	101	101	103	100	102	104	109	137
	1964	106	97	102	103	121	98	95	99	101	103	102	104	100	104	109	113	138
	1965	108	99	104	105	124	99	97	101	104	105	103	107	103	105	109	116	141
	1966	109	102	106	106	123	102	98	104	106	109	104	109	104	104	109	115	141
	1966	+1	+2	+2	+1	Nil	+3	+1	+3	+3	+4	+1	+2	+1	—1*	Nil	—1	Nil
FOOD SHOPS (£4,154 million)	1961	100	98	99	98	106	95	97	100	98	99	99	99	97	97	99	101	116
	1962	101	99	100	99	107	97	99	100	100	100	100	100	99	98	100	102	116
	1963	102	99	101	100	107	100	99	99	101	101	101	101	100	99	100	103	116
	1964	103	101	101	101	109	101	101	102	102	101	101	102	100	101	103	104	117
	1965	104	102	102	102	110	101	102	102	104	102	102	102	103	101	103	106	120
	1966	106	104	105	103	112	103	103	105	107	106	102	104	105	102	105	107	122
	1966	+2	+2	+2	+2	+1	+2	+1	+2	+3	+3	+1	+2	+2	+1	+1	+1	+2
NON-FOOD SHOPS (£4,986 million)	1961	100	89	96	97	118	87	83	94	93	99	97	104	92	95	100	108	141
	1962	100	87	96	97	119	88	83	89	94	97	98	100	93	98	100	110	142
	1963	104	87	99	103	128	88	83	91	96	100	101	105	99	104	107	115	154
	1964	108	94	103	105	132	95	90	96	101	105	103	107	100	106	114	120	156
	1965	111	97	105	107	134	98	93	101	103	107	105	111	103	108	114	124	159
	1966	112	100	108	107*	132	101	94	104	106	112	106	113	104	105*	113	121	157
	1966	+1	+3	+2	Nil	—2	+3	+2	+3	+2	+4	+1	+2	+1	—3	—1	—3	—1

Table 3. Analysis by detailed kinds of business and by form of organization

Index numbers of values of sales per week, and percentage changes on a year earlier (a)

Food Shops

1961 = 100

KIND OF BUSINESS (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
FOOD SHOPS, TOTAL (h) (£4,154 million)	1961	100	96	99	98	107	94	96	98	97	99	99	100	98	97	99	102	117
	1962	104	101	103	102	109	99	101	102	103	103	104	104	102	101	101	105	120
	1963	107	105	106	104	113	104	105	105	106	106	105	106	104	103	105	108	123
	1964	112	107	111	111	120	106	107	109	110	111	111	112	110	111	112	115	130
	1965	119	114	117	117	127	113	114	114	118	116	116	117	118	115	118	122	139
	1966	124	120	123	122	132	119	119	121	125	125	122	123	123	120	125	126	145
	1966	+5	+5	+6	+4	+4	+5	+5	+5	+6	+8	+5	+5	+5	+4	+4	+4	+4
Independents (£2,375 million)	1961	100	96	99	99	106	95	96	98	98	99	100	101	99	97	98	100	116
	1962	103	100	103	102	107	99	100	100	103	102	103	104	102	99	100	102	116
	1963	105	103	104	103	109	103	102	102	104	104	104	105	103	101	102	104	118
	1964	109	104	108	110	116	105	103	105	107	107	108	111	110	108	109	111	126
	1965	115	110	113	114	121	111	110	111	114	112	113	114	116	111	113	116	132
	1966	119	115	118	118	125	115	114	116	119	119	117	120	121	114	117	120	136
	1966	+4	+4	+5	+4	+3	+4	+4	+5	+5	+6	+4	+5	+4	+3	+3	+3	+3
Multiples (£1,033 million)	1961	100	93	97	98	111	90	92	96	94	98	98	99	99	97	100	104	126
	1962	110	103	108	108	120	99	103	105	107	106	110	110	108	107	108	113	135
	1963	118	111	115	115	130	109	112	113	115	115	115	115	115	114	118	122	145
	1964	127	120	125	124	140	117	120	123	124	125	124	127	122	124	128	133	155
	1965	139	129	136	136	155	126	130	131	137	134	136	136	137	135	140	146	173
	1966	151	142	149	147	167	139	142	143	150	151	146	146	148	145	151	157	187
	1966	+9	+9	+10	+8	+8	+10	+9	+9	+9	+13	+8	+8	+8	+7	+8	+8	+8

* Revised figures.

(*Continued on next page*)

RETAIL SALES, *continued*

Table 3—*continued*

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Co-operative Societies	1961	100	101	100	96	104	98	100	103	99	101	99	97	92	98	99	103	109
(£746 million)	1962	99	100	99	95	104	98	101	102	99	100	98	95	92	97	99	102	108
	1963	99	101	99	94	102	101	102	102	100	101	97	94	91	96	98	101	107
	1964	101	99	100	97	106	97	100	100	102	100	100	96	94	99	101	104	111
	1965	103	103	102	99	109	102	104	103	103	103	101	98	98	101	104	108	115
	1966	104	105	105	99	108	104	105	105	106	108	102	99	98	100	102	106	114
	1966	+1	+2	+3	Nil	—1	+2	+1	+2	+3	+5	+1	+2	Nil	—1	—1	—2	—1
Grocers, Total (f)	1961	100	96	99	99	106	94	96	98	97	99	99	100	98	98	99	103	114
(£2,397 million)	1962	104	101	104	102	109	99	101	102	103	103	104	104	102	102	102	106	117
	1963	107	106	106	105	113	105	106	106	107	107	106	106	105	105	107	110	120
	1964	112	108	110	111	119	107	108	109	110	111	110	112	111	111	113	116	127
	1965	119	114	117	117	127	113	114	114	118	115	116	116	119	116	120	124	136
	1966	125	121	124	123	133	120	120	121	125	125	122	122	125	121	126	129	143
	1966	+5	+6	+6	+5	+4	+6	+5	+6	+6	+9	+5	+6	+5	+4	+4	+4	+5
Independents	1961	100	96	99	100	105	95	95	98	97	99	99	102	100	98	99	101	114
(£1,237 million)	1962	103	100	102	102	107	99	100	101	102	102	102	104	102	100	101	103	114
	1963	105	104	104	103	108	105	103	103	104	105	103	105	103	102	103	105	114
	1964	108	103	106	109	115	104	102	104	105	105	106	110	110	109	109	111	122
	1965	113	109	110	113	120	110	108	109	112	109	110	112	116	111	114	117	128
	1966	117	114	115	117	123	115	112	114	117	115	114	118	120	114	117	119	131
	1966	+4	+4	+4	+4	+3	+4	+3	+5	+4	+6	+3	+5	+4	+3	+3	+2	+3
Multiples	1961	100	93	98	100	110	89	92	96	95	100	99	101	101	98	100	106	120
(£628 million)	1962	111	104	111	111	119	100	104	108	111	109	113	112	112	108	110	116	129
	1963	121	114	118	119	131	111	115	117	118	118	119	118	120	118	122	128	142
	1964	131	126	130	129	141	122	126	128	129	132	129	131	127	129	132	138	150
	1965	145	135	142	142	158	132	136	136	145	140	143	141	145	142	146	155	171
	1966	160	150	159	156	175	147	151	151	160	162	156	153	160	156	161	170	190
	1966	+11	+11	+12	+10	+10	+12	+11	+11	+11	+16	+10	+9	+11	+10	+10	+10	+11
Co-operative Societies (f)	1961	100	100	99	96	105	97	100	102	99	100	99	97	92	98	99	104	110
(£532 million)	1962	99	100	98	94	103	97	101	101	98	99	98	94	92	97	98	102	109
	1963	98	100	98	93	102	99	101	100	99	99	96	93	91	95	97	100	107
	1964	99	97	99	95	105	95	98	98	99	98	98	95	92	97	100	103	110
	1965	101	100	100	97	108	99	102	101	101	101	99	96	96	99	101	106	115
	1966	102	102	103	97	106	100	102	103	104	105	100	97	96	98	100	104	113
	1966	+1	+1	+3	Nil	—2	+1	+1	+2	+3	+5	+1	+1	Nil	—1	—1	—2	—1
Butchers, Total	1961	100	100	97	96	107	103	100	99	99	98	94	95	96	96	100	101	117
(£637 million)	1962	102	102	98	98	108	103	102	100	99	99	96	97	98	100	102	104	117
	1963	103	104	98	100	111	107	104	100	100	99	96	99	99	102	105	107	120
	1964	109	108	104	105	119	110	107	107	108	102	102	104	103	107	113	114	129
	1965	113	114	109	109	121	117	114	111	112	109	106	109	107	110	113	117	130
	1966	116	117	112	112	124	120	117	114	116	114	107	112	111	113	116	119	133
	1966	+3	+2	+3	+3	+3	+2	+2	+3	+4	+5	+1	+3	+4	+2	+3	+2	+3
Greengrocers, Fruiterers, Total	1961	100	94	109	101	96	86	94	101	101	110	116	111	102	91	90	91	104
(£323 million)	1962	102	98	118	103	88	93	98	102	113	115	123	119	104	89	83	82	98
	1963	100	95	114	100	90	87	95	103	110	111	121	112	102	88	83	85	100
	1964	103	95	114	105	96	89	94	102	105	116	120	114	109	95	89	91	105
	1965	107	100	119	109	99	93	98	107	113	119	123	118	117	97	92	93	110
	1966	113	104	127	115	106	96	102	112	118	128	133	125	122	101	97	100	116
	1966	+6	+5	+7	+5	+6	+3	+5	+5	+5	+8	+8	+6	+5	+5	+6	+7	+6
Independents	1961	100	94	109	101	96	86	93	101	101	110	115	111	103	91	89	92	104
(£286 million)	1962	102	98	118	104	89	93	98	102	112	115	124	119	106	90	83	82	98
	1963	100	95	115	101	91	87	95	102	110	111	122	113	104	89	83	85	101
	1964	103	96	115	107	96	90	94	102	105	117	121	115	112	96	89	92	106
	1965	108	100	119	111	100	93	98	107	113	119	124	119	119	98	92	94	111
	1966	115	105	129	117	107	97	103	114	119	130	135	127	126	103	98	101	118
	1966	+6	+5	+8	+5	+7	+4	+5	+6	+6	+9	+9	+7	+5	+5	+7	+7	+6
Multiples	1961	100	94	112	99	94	84	93	104	101	109	124	115	97	89	90	88	102
(£20 million)	1962	102	97	122	104	86	91	96	102	119	119	128	130	100	86	79	79	97
	1963	99	93	116	98	88	82	92	104	114	113	119	119	95	85	82	82	98
	1964	103	93	119	103	96	86	93	99	112	120	125	120	97	93	90	91	106
	1965	108	102	126	107	98	94	99	111	123	127	128	129	106	92	91	91	109
	1966	111	103	129	110	103	95	102	111	122	128	135	131	106	97	97	98	113
	1966	+3	+1	+2	+3	+6	+1	+4	Nil	—1	+1	+6	+2	+1	+5	+6	+7	+4
Co-operative Societies	1961	100	102	109	92	97	92	101	110	106	111	111	101	89	88	91	93	104
(£17 million)	1962	97	102	112	88	85	96	102	109	112	114	110	101	84	80	79	81	93
	1963	92	98	105	82	84	89	97	105	106	106	103	93	78	76	77	79	92
	1964	90	92	101	81	85	86	91	98	101	103	101	88	77	78	80	81	93
	1965	88	90	100	81	83	86	87	97	100	103	97	89	80	76	77	78	90
	1966	88	87	99	80	84	82	83	93	98	101	98	87	79	76	78	81	91
	1966	—1	—4	—1	—1	+2	—4	—4	—4	—2	—2	+1	—2	—1	+1	+2	+3	Nil
Fishmongers, Poulterers, Total	1961	100	101	97	98	104	98	102	104	97	98	97	98	99	97	99	99	111
(£81 million)	1962	103	100	102	101	108	99	102	99	106	101	101	102	103	99	105	104	113
	1963	108	103	107	106	115	98	103	107	110	106	105	107	107	105	112	112	120
	1964	115	111	114	114	123	109	109	114	113	112	117	117	113	114	120	119	128
	1965	120	116	121	117	125	116	115	117	125	115	121	118	119	115	123	121	129
	1966	120	118	123	117	124	117	118	118	128	121	121	118	120	114	121	121	128
	1966	+1	+1	+2	Nil	—1	+1	+2	+1	+2	+5	Nil	Nil	+1	Nil	—2	+1	—1

Table 3—*continued*

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Bread and Flour Confectioners, Total (g) (£196 million)	1961	100	96	98	101	105	91	94	102	97	98	99	101	102	100	101	102	111
	1962	107	102	106	108	112	96	103	106	107	105	105	108	109	108	107	108	118
	1963	113	107	112	114	118	104	108	110	113	112	111	114	114	114	114	114	123
	1964	119	115	117	120	124	110	115	119	119	117	116	121	119	120	121	121	130
	1965	126	121	126	127	132	115	122	125	131	126	121	127	128	126	131	129	136
	1966	132	127	131	131	137	122	127	132	136	133	124	132	133	130	134	134	143
	1966	+4	+5	+4	+3	+4	+6	+4	+6	+4	+6	+2	+3	+4	+3	+2	+4	+5
Independents (£123 million)	1961	100	97	98	100	104	93	95	101	98	98	99	101	102	99	101	101	110
	1962	105	101	105	106	109	96	103	104	106	104	104	107	106	106	105	106	115
	1963	109	105	108	111	114	103	105	106	110	109	105	111	110	111	111	112	119
	1964	115	111	113	116	120	108	112	114	114	114	111	116	115	117	117	118	124
	1965	121	116	120	121	127	112	117	119	126	119	116	121	122	121	124	126	130
	1966	127	122	125	126	133	118	123	126	131	126	119	126	127	126	130	129	138
	1966	+5	+6	+4	+4	+5	+6	+5	+6	+5	+6	+3	+4	+4	+5	+5	+3	+6
Multiples (£73 million)	1961	100	95	97	102	106	87	93	102	95	98	98	101	102	102	101	103	113
	1962	109	103	107	111	116	95	103	109	107	107	108	110	113	111	110	112	123
	1963	119	112	118	121	124	105	112	117	118	117	120	121	122	119	120	118	132
	1964	126	121	125	128	132	113	121	128	129	123	125	130	126	127	128	126	140
	1965	136	129	136	137	141	120	130	136	139	139	130	138	137	136	142	134	145
	1966	140	135	140	140	144	127	134	143	144	145	133	142	143	136	140	141	151
	1966	+3	+5	+3	+2	+3	+6	+3	+5	+4	+5	+2	+2	+4	—1	—2	+5	+4
Off Licences, Total (£139 million)	1961	100	79	80	84	157	80	78	78	79	79	82	89	80	84	89	102	255
	1962	107	86	87	91	163	87	87	84	88	84	88	92	89	91	96	108	261
	1963	114	93	93	98	171	99	92	88	94	91	93	99	97	97	102	114	272
	1964	123	100	100	107	186	104	96	100	102	100	98	110	106	106	118	134	284
	1965	135	109	110	116	207	112	107	108	114	107	109	116	115	116	126	141	323
	1966	146	119	122	127	218	124	116	117	126	121	119	133	122	126	135	151	337
	1966	+8	+9	+11	+10	+5	+10	+9	+9	+11	+13	+9	+15	+6	+8	+7	+7	+4
Independents (£66 million)	1961	100	79	80	83	158	82	78	77	79	79	80	88	79	82	89	105	257
	1962	105	84	83	88	153	88	85	79	86	81	83	91	87	88	96	111	259
	1963	110	88	89	95	169	100	87	81	92	88	86	98	94	93	100	114	268
	1964	117	93	95	102	182	102	88	91	100	95	91	106	101	99	112	132	278
	1965	128	100	104	109	197	109	96	95	111	101	101	112	109	108	115	138	310
	1966	137	109	114	119	208	118	104	105	120	114	108	125	114	118	125	149	321
	1966	+8	+9	+9	+9	+5	+9	+8	+10	+8	+13	+8	+12	+5	+9	+8	+8	+4
Multiples (£73 million)	1961	100	78	81	86	155	77	78	79	78	79	84	90	82	85	89	100	252
	1962	108	88	90	93	163	87	89	89	90	86	92	93	92	94	96	106	262
	1963	117	97	96	101	173	98	98	95	96	94	99	101	100	100	104	113	276
	1964	128	105	104	112	191	106	102	108	104	104	104	114	110	112	123	136	289
	1965	142	118	115	121	215	116	117	119	117	112	116	120	121	123	136	144	336
	1966	155	129	129	134	227	129	127	129	132	127	129	141	129	133	144	152	352
	1966	+9	+9	+12	+10	+5	+11	+9	+8	+13	+13	+10	+18	+6	+8	+6	+6	+5
Dairymen, Total (£367 million)	1961	100	98	100	99	102	97	98	99	98	100	101	99	98	101	103	102	102
	1962	105	103	103	105	110	101	103	104	101	104	104	105	102	107	109	111	111
	1963	110	111	110	106	113	110	112	112	110	112	108	107	105	107	112	114	114
	1964	118	114	119	119	122	113	114	113	118	119	120	119	117	120	121	123	123
	1965	127	123	124	127	133	122	124	123	123	125	125	126	127	129	131	132	134
	1966	132	131	132	131	136	131	133	130	131	133	132	133	130	130	134	136	137
	1966	+5	+7	+6	+3	+2	+8	+7	+6	+7	+7	+6	+6	+3	+1	+2	+2	+2
Co-operative Societies (£121 million)	1961	100	101	101	98	101	99	101	102	99	102	101	98	95	100	102	101	100
	1962	103	103	101	100	106	101	103	104	100	103	101	100	96	104	106	107	106
	1963	105	108	105	100	106	108	108	109	105	107	103	100	96	102	104	107	107
	1964	111	109	112	109	113	108	110	108	114	110	112	107	108	112	112	114	113
	1965	116	115	114	115	120	114	116	116	114	115	114	112	112	119	120	121	120
	1966	120	122	120	117	121	122	123	122	120	122	118	117	115	118	120	121	122
	1966	+3	+6	+5	+1	+1	+7	+6	+5	+6	+6	+4	+4	+2	—1	Nil	Nil	+2
Clothing and footwear shops																		
Clothing and Footwear Shops, Total (£1,384 million)	1961	100	84	99	94	123	85	73	91	91	105	101	100	89	93	102	109	151
	1962	102	81	102	98	126	87	74	82	99	101	105	100	92	100	102	115	156
	1963	106	83	104	103	136	88	75	86	98	104	108	107	98	105	109	116	172
	1964	110	89	109	105	140	96	82	92	102	117	106	111	98	106	118	120	174
	1965	117	95	115	112	146	99	86	98	111	118	115	117	106	114	117	132	180
	1966	120	99	118	114	148	105	88	103	112	126	116	121	110	111	121	130	184
	1966	+2	+4	+3	+1	+2	+6	+2	+5	+1	+6	+1	+3	+3	—2	+3	—1	+2
Independents (£658 million)	1961	100	86	99	94	120	91	76	91	93	104	100	102	88	93	103	107	145
	1962	101	84	100	97	122	93	76	82	97	100	102	101	90	99	102	111	146
	1963	104	85	101	101	128	93	77	85	96	101	104	106	94	102	108	111	158
	1964	106	89	104	102	131	100	81	88	100	112	102	107	96	102	115	112	159
	1965	111	94	108	106	135	104	85	94	105	112	108	111	101	107	113	121	163
	1966	112	98	111	107	134	110	86	98	107	118	109	114	103	104	114	117	163
	1966	+1	+4	+2	+1	Nil	+6	+1	+4	+1	+5	+1	+3	+2	—3	+1	—3	Nil
Multiples (£624 million)	1961	100	81	100	94	125	79	70	91	89	107	103	100	92	92	100	109	157
	1962	103	79	104	100	131	82	72	82	100	101	110	101	97	102	102	118	164
	1963	110	82	108	108	143	83	73	88	100	108	113	110	105	108	111	121	187
	1964	116	91	115	110	150	94	84	95	106	125	113	116	104	111	123	127	189
	1965	125	97	123	120	158	96	89	103	119	126	125	126	115	121	123	142	199
	1966	129	102	127	123	164	101	92	110	119	136	127	130	120	120	130	144	207
	1966	+3	+5	+3	+2	+4	+5	+3	+7	Nil	+8	+2	+3	+5	—1	+6	+1	+4

(*Continued on next page*)

RETAIL SALES, *continued*

Table 3—*continued*

1961 = 100

KIND OF BUSINESS (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Co-operative Societies (£103 million)	1961	100	84	95	91	130	81	71	96	88	104	92	96	81	97	100	120	162
	1962	101	81	97	93	131	82	69	88	95	102	95	93	82	103	96	124	165
	1963	102	81	96	95	136	81	69	90	92	102	95	97	83	103	100	121	178
	1964	104	84	99	95	139	86	76	91	96	108	95	97	84	102	110	128	171
	1965	108	86	103	101	143	86	78	94	100	110	100	103	90	109	106	137	176
	1966	108	89	103	100	140	92	77	97	99	114	96	105	91	104	106	131	175
	1966	Nil	+3	Nil	—1	—2	+7	—1	+4	—1	+4	—4	+2	+1	—4	Nil	—5	—1
FOOTWEAR SHOPS, TOTAL (£229 million)	1961	100	81	104	98	117	79	67	95	95	114	104	101	92	100	105	101	139
	1962	101	76	108	101	121	83	67	78	104	104	113	100	95	106	103	115	140
	1963	106	74	110	107	133	78	59	83	102	108	117	109	101	109	111	119	162
	1964	109	82	115	108	133	86	74	89	106	129	111	112	100	110	119	112	161
	1965	114	87	120	112	137	89	74	96	117	125	119	116	103	117	113	129	162
	1966	117	92	123	113	139	92	79	102	115	134	120	117	106	114	123	123	165
	1966	+2	+5	+2	Nil	+2	+3	+7	+6	—2	+7	+1	+1	+3	—2	+8	—4	+2
Independents (£68 million)	1961	100	83	105	98	113	84	71	94	98	114	104	102	91	102	109	101	125
	1962	102	79	109	102	118	88	71	78	105	109	112	103	92	108	109	116	126
	1963	107	79	112	107	130	88	66	83	106	112	117	111	99	110	115	120	150
	1964	110	87	119	108	130	94	79	89	114	134	112	113	101	110	121	114	149
	1965	115	93	123	112	133	100	81	98	120	131	118	114	107	115	117	131	146
	1966	119	98	127	114	137	102	87	103	123	139	121	118	110	114	129	124	153
	1966	+3	+5	+4	+2	+3	+2	+8	+6	+2	+6	+3	+4	+3	—1	+10	—6	+5
Multiples (£142 million)	1961	100	80	104	98	118	77	65	95	93	113	105	102	94	99	103	99	146
	1962	101	75	108	101	122	81	66	77	104	102	115	100	98	104	101	112	147
	1963	106	72	110	108	135	74	56	82	102	106	119	109	105	109	110	119	169
	1964	109	81	115	109	135	84	71	88	103	128	113	114	102	111	120	110	168
	1965	115	85	121	114	140	85	71	96	117	124	122	120	104	118	113	128	172
	1966	117	90	123	114	142	88	76	102	113	133	122	120	107	115	122	123	173
	1966	+2	+6	+1	Nil	+1	+4	+8	+6	—3	+7	Nil	Nil	+3	—2	+8	—4	+1
Co-operative Societies (£19 million)	1961	100	83	102	94	121	76	68	101	95	114	98	95	81	105	105	111	142
	1962	99	75	103	96	122	75	65	84	99	107	102	91	82	111	98	125	138
	1963	100	74	102	97	128	73	59	87	96	107	102	96	82	109	101	123	154
	1964	100	78	104	95	124	75	69	89	101	116	96	94	83	107	106	116	144
	1965	102	80	106	99	125	76	69	91	104	114	100	95	85	113	101	129	142
	1966	102	81	105	97	126	77	69	94	101	120	97	95	87	107	107	122	145
	1966	Nil	+2	Nil	—2	+1	+1	Nil	+3	—4	+6	—3	—1	+2	—5	+6	—5	+3
MEN'S AND BOYS' WEAR SHOPS, TOTAL (£281 million)	1961	100	88	100	93	119	94	77	91	93	105	103	103	91	87	93	107	149
	1962	103	86	103	98	123	97	78	85	100	102	105	104	96	96	94	113	154
	1963	107	89	103	104	133	97	81	89	98	105	106	111	102	99	101	115	171
	1964	111	95	109	105	137	108	87	92	103	116	108	114	101	101	111	119	172
	1965	117	100	114	112	142	110	92	99	110	117	115	120	111	108	110	131	177
	1966	120	105	119	114	143	117	94	103	114	126	118	124	115	106	112	129	178
	1966	+3	+5	+4	+2	Nil	+6	+3	+5	+3	+7	+2	+3	+4	—1	+2	—1	+1
Independents (£124 million)	1961	100	84	99	96	121	93	74	85	89	101	105	107	93	90	89	100	164
	1962	101	82	99	99	124	94	74	79	93	97	105	103	97	96	89	105	167
	1963	105	85	99	103	132	98	78	81	92	98	106	108	102	99	96	105	182
	1964	108	90	104	106	136	102	83	87	95	110	105	111	106	101	104	108	185
	1965	114	95	108	111	141	106	88	92	103	110	111	113	112	109	102	119	189
	1966	116	99	113	113	138	114	90	95	105	118	115	117	115	107	103	113	186
	1966	+2	+5	+5	+1	—2	+7	+3	+4	+3	+7	+4	+4	+3	—2	+1	—5	—2
Multiples (£137 million)	1961	100	92	103	91	114	97	82	96	97	109	102	99	90	85	97	112	131
	1962	105	92	107	99	120	103	83	91	106	108	106	106	97	96	101	119	137
	1963	110	94	108	106	132	98	87	97	104	112	108	114	105	100	109	125	157
	1964	115	102	116	107	136	117	94	98	112	122	113	117	100	103	119	128	156
	1965	122	108	122	115	143	118	98	107	119	125	121	127	112	108	120	142	163
	1966	126	113	128	118	147	124	102	113	125	136	123	131	119	108	123	144	168
	1966	+4	+5	+5	+3	+3	+5	+4	+6	+5	+8	+2	+3	+5	Nil	+3	+2	+3
Co-operative Societies (£20 million)	1961	100	80	96	91	134	82	66	89	86	103	97	106	82	86	87	116	185
	1962	100	75	98	92	136	83	63	79	94	99	99	102	83	92	84	122	190
	1963	101	76	95	94	139	84	66	79	91	97	97	104	85	93	84	113	205
	1964	102	78	97	92	143	85	67	82	90	103	97	105	84	88	97	123	197
	1965	106	78	100	98	147	82	69	82	95	103	102	110	90	96	88	134	203
	1966	104	79	99	97	141	89	66	82	92	106	98	111	91	90	87	124	198
	1966	—2	+1	—2	—2	—4	+9	—5	Nil	—3	+3	—4	+1	+1	—6	—2	—7	—3
WOMEN'S, GIRLS' AND INFANTS' WEAR, DRAPERY AND GENERAL CLOTHING SHOPS, TOTAL (£874 million)	1961	100	83	98	93	126	84	73	91	89	103	100	99	88	93	104	112	155
	1962	102	81	100	97	129	85	74	83	97	99	103	99	90	101	104	116	160
	1963	106	84	102	102	137	88	77	86	96	103	106	105	96	105	111	116	175
	1964	111	90	107	105	143	95	83	92	101	115	105	109	97	107	121	122	178
	1965	118	95	114	112	149	99	88	98	110	117	114	116	105	115	121	132	186
	1966	120	99	116	114	152	104	88	103	110	124	114	120	109	112	123	133	191
	1966	+2	+4	+2	+1	+2	+6	+1	+5	Nil	+6	Nil	+4	+3	—2	+2	Nil	+3
Multiples (£344 million)	1961	100	77	98	94	132	72	68	87	85	104	103	99	93	91	101	112	172
	1962	104	75	102	100	139	75	70	80	97	98	109	99	96	103	104	119	182
	1963	112	81	106	108	151	81	75	86	98	106	113	109	105	111	113	121	206
	1964	119	90	114	112	161	88	85	97	105	125	113	116	106	115	126	133	211
	1965	130	97	125	125	172	93	93	104	119	127	128	128	120	127	129	148	225
	1966	135	102	129	128	180	98	94	111	119	138	131	134	126	127	136	153	237
	1966	+4	+5	+3	+3	+5	+6	+1	+7	Nil	+8	+2	+4	+5	—1	+6	+3	+5

Table 3—*continued*

1961 = 100

KIND OF BUSINESS (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Miscellaneous non-food shops																		
MISCELLANEOUS NON-FOOD SHOPS, TOTAL (b) (£1,962 million)	1961	100	87	94	100	118	83	85	93	92	95	96	101	100	98	97	105	146
	1962	103	90	98	103	122	87	90	93	96	98	100	103	104	102	100	108	150
	1963	107	93	102	107	127	89	92	96	101	102	104	108	109	105	106	113	157
	1964	114	98	107	114	137	94	97	103	105	108	108	114	114	113	113	121	167
	1965	122	105	115	120	145	102	105	109	114	115	116	121	122	119	120	129	178
	1966	128	113	122	126	150	108	110	118	122	122	121	128	128	123	126	132	184
	1966	+5	+7	+6	+5	+3	+6	+5	+9	+7	+6	+5	+6	+5	+4	+4	+2	+3
CONFECTIONERS, TOBACCONISTS, NEWSAGENTS, TOTAL (£794 million)	1961	100	93	95	101	112	88	91	97	94	95	96	101	101	100	100	104	127
	1962	104	97	99	105	114	94	99	97	99	97	100	104	106	104	103	106	129
	1963	107	100	103	108	118	96	100	102	106	102	103	109	110	107	107	110	134
	1964	113	104	107	115	126	100	102	109	106	106	109	114	116	114	113	118	143
	1965	122	112	117	124	136	109	111	114	118	114	117	123	126	122	123	127	155
	1966	130	122	125	131	142	117	120	126	129	122	124	132	132	128	128	132	161
	1966	+6	+9	+7	+6	+4	+7	+8	+11	+9	+7	+6	+7	+5	+5	+4	+4	+4
Independents (£698 million)	1961	100	93	95	101	111	88	91	97	94	95	96	102	102	100	100	104	126
	1962	103	96	99	105	113	94	98	96	99	97	100	105	106	103	103	106	127
	1963	106	99	103	108	117	95	99	101	104	101	103	109	109	106	106	109	131
	1964	112	103	106	114	124	99	101	107	105	105	108	113	115	113	112	117	140
	1965	120	110	115	122	133	108	109	112	116	112	116	121	124	121	121	125	150
	1966	127	119	123	129	138	115	118	123	126	119	122	130	130	126	125	129	156
	1966	+6	+9	+7	+5	+4	+7	+8	+10	+9	+6	+5	+7	+5	+4	+3	+3	+4
Multiples (£96 million)	1961	100	93	94	98	115	88	91	99	96	93	92	96	99	99	100	104	137
	1962	106	100	99	106	120	95	103	100	102	98	99	103	109	106	105	108	142
	1963	114	107	108	112	130	101	108	111	113	107	105	110	114	111	112	117	154
	1964	122	114	114	120	142	106	112	123	114	116	113	119	122	118	125	129	166
	1965	136	124	129	134	159	120	123	127	133	127	127	136	136	130	141	143	186
	1966	149	139	142	144	170	131	137	148	150	141	137	148	147	139	150	152	201
	1966	+9	+12	+10	+8	+7	+9	+11	+16	+13	+11	+8	+9	+8	+7	+6	+6	+8
BOOKSELLERS, STATIONERS Independents (£60 million)	1961	100	90	84	93	134	89	88	92	84	82	85	91	91	95	102	119	172
	1962	104	93	88	97	139	93	94	93	88	90	87	94	96	99	107	123	177
	1963	111	98	94	103	149	93	100	100	95	93	93	99	101	109	117	134	186
	1964	121	109	101	111	162	109	112	106	101	97	103	104	110	119	123	148	205
	1965	133	121	110	121	180	120	125	119	112	111	108	118	119	124	142	161	226
	1966	144	135	121	132	191	132	137	135	124	123	116	127	131	136	148	174	238
	1966	+9	+11	+9	+9	+6	+10	+10	+13	+10	+11	+8	+7	+11	+10	+5	+3	+5
CHEMISTS, PHOTOGRAPHIC GOODS DEALERS, TOTAL (d) (£259 million)	1961	100	85	95	102	118	83	83	88	88	94	101	107	102	98	92	100	154
	1962	103	89	98	104	122	88	86	91	90	95	107	108	106	100	94	103	158
	1963	107	91	102	110	127	89	89	93	92	101	111	114	115	103	99	108	165
	1964	114	96	109	119	136	96	95	96	99	112	114	121	124	112	111	116	171
	1965	120	102	114	122	143	103	100	103	105	115	120	126	130	114	116	121	182
	1966	127	109	121	129	149	109	106	111	113	122	128	135	134	120	120	124	192
	1966	+6	+7	+6	+6	+4	+6	+7	+8	+7	+5	+6	+8	+3	+6	+3	+2	+5
Independents (£139 million)	1961	100	88	98	106	108	86	86	91	89	97	106	112	107	100	92	92	135
	1962	102	91	101	107	110	92	88	93	92	98	111	112	110	101	94	93	135
	1963	105	92	103	112	113	91	90	95	93	100	115	117	118	104	99	96	137
	1964	112	96	110	121	121	98	94	96	99	110	118	122	129	114	109	104	143
	1965	114	101	111	122	123	103	97	102	101	109	121	123	134	112	111	105	148
	1966	120	106	118	128	126	108	103	107	108	118	127	131	138	117	113	106	153
	1966	+5	+5	+6	+4	+2	+5	+6	+5	+7	+9	+5	+7	+3	+4	+2	+1	+4
Multiples (£103 million)	1961	100	80	90	98	132	78	79	83	86	90	95	102	97	95	91	110	182
	1962	105	86	95	102	138	84	84	89	88	90	104	104	103	99	95	116	190
	1963	111	88	101	108	147	87	88	90	90	103	109	111	113	102	98	125	204
	1964	119	95	108	116	157	93	97	96	98	116	110	121	119	110	115	132	210
	1965	129	103	119	125	171	102	103	105	110	125	121	131	126	118	124	143	230
	1966	139	113	127	134	181	111	111	117	120	128	131	144	133	128	132	148	247
	1966	+7	+9	+7	+8	+6	+9	+8	+11	+8	+3	+9	+10	+5	+9	+6	+3	+7
Co-operative Societies (£17 million)	1961	100	92	95	95	118	89	92	94	92	97	97	100	92	92	92	102	152
	1962	101	91	95	95	122	89	89	93	91	96	98	99	95	92	93	104	160
	1963	104	92	98	100	125	91	91	93	94	99	101	105	99	97	96	105	165
	1964	110	96	104	108	134	97	95	97	101	105	105	112	109	104	104	118	170
	1965	113	97	110	109	137	98	96	97	106	114	110	114	111	104	107	121	173
	1966	116	105	112	109	137	104	105	104	111	111	114	114	110	105	104	121	176
	1966	+2	+8	+2	Nil	Nil	+6	+10	+8	+4	—2	+4	—1	—1	+1	—4	Nil	+2
JEWELLERS, TOTAL (£80 million)	1961	100	77	84	98	142	72	75	83	78	83	89	102	96	95	89	103	215
	1962	100	78	83	98	142	72	78	82	79	82	87	102	98	95	89	103	216
	1963	105	74	87	105	155	64	75	82	81	89	91	107	107	103	98	111	235
	1964	118	88	96	115	174	80	90	93	89	95	103	113	116	115	110	127	262
	1965	126	97	103	120	184	89	97	103	98	102	107	122	121	119	118	125	285
	1966	130	102	109	125	185	94	102	109	105	108	112	128	126	122	120	123	286
	1966	+3	+5	+6	+4	Nil	+6	+5	+6	+7	+6	+4	+5	+4	+3	+2	—1	+1

(*Continued on next page*)

RETAIL SALES, *continued*
Table 3—*continued*

1961 = 100

KIND OF BUSINESS (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Co-operative Societies (£64 million)	1961	100	85	92	91	132	82	73	97	87	102	89	93	80	98	103	124	161
	1962	101	84	95	93	133	84	73	92	93	101	91	91	81	104	99	125	165
	1963	103	84	95	95	138	82	73	94	91	102	92	95	82	105	104	123	177
	1964	106	88	99	96	142	89	80	94	97	107	93	96	85	105	115	133	171
	1965	111	91	103	103	147	90	83	98	101	110	99	103	92	111	113	140	179
	1966	111	95	103	102	144	97	82	103	101	115	95	106	92	107	111	135	177
	1966	Nil	+4	Nil	Nil	—2	+8	—1	+5	Nil	+5	—4	+3	+1	—4	—2	—3	—1
Independents, Total (£465 million)	1961	100	88	98	93	121	92	77	93	93	103	98	101	86	93	106	111	142
	1962	100	85	99	96	122	93	78	84	97	100	100	101	87	98	105	111	143
	1963	103	86	100	99	127	93	78	86	96	101	102	104	92	101	111	111	153
	1964	105	89	102	100	130	100	81	89	99	109	99	106	92	102	118	113	154
	1965	109	94	106	104	133	104	84	94	104	110	105	109	97	106	116	120	158
	1966	111	97	108	104	132	110	85	97	105	115	105	112	99	102	115	117	158
	1966	+1	+3	+2	Nil	—1	+6	Nil	+3	+1	+4	Nil	+3	+2	—4	Nil	—2	Nil
of which (c): Large (..)	1961	100	87	100	95	119	95	69	94	102	103	95	102	83	99	108	111	134
	1962	102	83	102	101	121	97	68	84	106	104	96	105	88	108	107	115	137
	1963	106	86	103	106	130	99	67	89	106	109	97	108	93	114	118	117	150
	1964	111	94	109	108	135	111	78	96	113	115	102	113	94	116	127	123	152
	1965	116	100	114	113	139	116	81	102	117	118	109	118	98	121	124	129	158
	1966	118	103	116	115	139	119	83	105	116	124	109	126	102	117	126	129	159
	1966	+2	+3	+1	+2	+1	+3	+2	+3	—1	+5	Nil	+6	+4	—3	+1	Nil	+1
Medium (..)	1961	100	88	98	93	121	97	73	92	95	103	96	103	82	94	107	110	142
	1962	101	86	100	96	123	100	74	83	99	102	100	104	85	100	108	112	144
	1963	104	86	100	101	130	97	74	86	98	103	100	107	91	105	114	113	156
	1964	107	90	104	103	133	107	79	89	103	112	99	109	92	106	122	116	157
	1965	113	96	110	108	136	112	82	95	110	116	104	116	97	111	120	122	159
	1966	115	101	112	109	137	122	82	99	110	121	106	120	101	108	122	121	162
	1966	+2	+5	+2	+1	+1	+9	Nil	+4	Nil	+4	+2	+4	+4	—3	+1	—1	+2
Small (..)	1961	100	88	98	93	122	89	80	92	90	102	100	99	88	91	105	110	145
	1962	100	85	98	94	121	89	81	85	94	98	102	98	88	95	103	110	144
	1963	101	85	98	97	125	90	82	85	92	98	103	102	92	96	108	109	152
	1964	103	88	100	97	127	94	83	87	94	106	99	102	92	96	113	109	153
	1965	106	92	103	100	131	98	86	92	98	106	105	104	96	100	112	116	157
	1966	107	95	105	99	129	103	86	95	100	110	103	106	97	96	110	113	156
	1966	Nil	+3	+1	—1	—2	+6	Nil	+3	+2	+4	—1	+1	+1	—4	—1	—3	—1
Durable goods shops																		
DURABLE GOODS SHOPS, TOTAL (£956 million)	1961	100	93	95	100	112	96	89	94	93	95	96	111	93	97	104	109	121
	1962	103	95	97	102	118	98	93	94	93	99	98	106	98	102	109	116	128
	1963	109	95	101	109	129	96	92	97	98	104	102	111	106	111	118	125	141
	1964	116	107	108	114	136	112	105	105	108	107	109	115	111	116	127	133	146
	1965	121	114	112	118	140	119	110	114	111	114	111	121	113	118	132	136	149
	1966	120	116	114	117	135	124	111	112	114	116	113	126	112	114	127	131	143
	1966	—1	+1	+2	—1	—4	+4	+1	—1	+3	+2	+1	+4	—1	—4	—4	—4	—4
Independents (£561 million)	1961	100	95	94	99	112	101	90	93	94	94	94	110	92	95	104	108	123
	1962	100	95	94	97	114	100	93	92	92	96	93	102	94	96	103	110	125
	1963	102	91	94	101	121	94	87	91	93	97	93	105	98	100	109	115	136
	1964	108	101	101	105	126	108	98	97	102	100	100	109	102	105	115	119	139
	1965	111	104	103	107	129	113	101	101	102	103	102	114	103	105	119	121	145
	1966	111	106	105	108	126	116	102	102	105	106	105	118	102	103	116	118	141
	1966	Nil	+2	+3	Nil	—3	+3	+2	+1	+3	+3	+2	+3	Nil	—2	—3	—3	—2
Multiples (£314 million)	1961	100	91	97	102	111	89	90	93	92	96	101	113	94	99	106	109	115
	1962	109	98	103	112	126	98	96	99	96	103	108	114	107	113	121	125	130
	1963	122	106	115	125	144	103	103	110	108	116	120	124	120	131	138	143	148
	1964	132	120	122	131	155	123	120	119	119	120	127	127	128	135	149	156	158
	1965	140	134	130	138	159	133	129	138	129	132	130	135	134	142	158	163	156
	1966	138	133	132	136	151	140	129	132	131	133	131	141	132	135	152	154	148
	1966	—2	Nil	+1	—1	—5	+5	Nil	—5	+2	Nil	Nil	+4	—2	—5	—4	—5	—5
Co-operative Societies (£81 million)	1961	100	89	95	101	115	86	84	96	91	100	94	112	91	100	99	113	129
	1962	101	87	95	101	121	86	83	92	89	103	94	100	95	106	102	120	136
	1963	104	86	96	106	128	85	79	92	90	105	93	105	100	112	107	125	148
	1964	111	99	104	109	135	98	98	100	106	105	102	108	104	114	119	137	145
	1965	116	105	107	112	139	103	101	110	105	114	102	112	107	117	121	140	153
	1966	114	109	109	110	130	113	102	112	111	117	101	117	101	111	114	128	144
	1966	—1	+4	+2	—2	—6	+9	+1	+2	+6	+2	—1	+4	—5	—5	—6	—8	—5
FURNITURE SHOPS, TOTAL (Excluding Co-operative Societies) (£399 million)	1961	100	92	96	102	110	99	84	93	93	96	98	115	94	98	105	110	115
	1962	102	93	98	103	113	100	89	91	96	100	99	111	98	100	106	113	118
	1963	103	87	99	106	121	91	80	89	95	103	98	112	101	106	114	119	128
	1964	111	100	106	111	130	109	96	96	103	107	107	118	107	110	123	130	136
	1965	117	107	113	115	135	117	102	103	108	116	114	125	110	113	128	134	141
	1966	116	109	114	114	126	121	103	104	108	118	116	127	108	108	121	123	132
	1966	—2	+2	+1	—1	—7	+4	Nil	+1	Nil	+2	+2	+2	—1	—4	—6	—8	—6
Multiples (£87 million)	1961	100	90	96	101	113	100	82	88	91	97	98	113	94	98	104	112	121
	1962	104	92	97	107	121	103	88	86	95	96	100	115	102	104	112	118	131
	1963	110	91	104	113	132	98	85	89	99	110	104	120	103	115	121	128	145
	1964	120	101	111	117	152	114	97	94	110	113	111	122	116	114	145	148	159
	1965	128	112	123	124	152	125	109	103	119	131	119	130	121	123	146	151	158
	1966	120	114	121	118	128	132	114	101	114	130	120	128	115	113	128	124	131
	1966	—6	+2	—1	—5	—16	+5	+4	—2	—4	—1	+1	—1	—5	—8	—13	—18	—17

Table 3—*continued*

1961 = 100

KIND OF BUSINESS (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Independents, Total (£312 million)	1961	100	92	96	102	110	99	84	94	93	95	98	115	94	98	105	110	114
	1962	101	94	98	102	110	99	90	93	96	101	99	110	97	99	105	111	115
	1963	101	86	97	104	118	89	79	89	94	101	97	110	100	103	112	117	124
	1964	109	100	104	109	124	108	95	97	101	105	106	116	104	108	116	125	130
	1965	115	105	110	113	130	114	100	102	105	112	112	124	106	110	123	129	136
	1966	114	107	112	113	125	118	99	105	106	115	114	127	106	106	119	123	132
	1966	Nil	+2	+2	Nil	—4	+3	—1	+2	+1	+3	+2	+2	Nil	—3	—3	—5	—3
of which (c): Large (..)	1961	100	94	97	101	108	103	83	95	91	90	107	115	95	94	101	111	112
	1962	100	94	98	99	108	100	87	94	91	98	103	110	96	94	98	113	111
	1963	101	87	99	103	117	95	75	88	89	102	104	110	100	100	106	120	124
	1964	110	100	106	109	124	110	94	99	100	104	113	118	105	105	111	125	133
	1965	115	108	113	113	127	119	101	105	106	112	120	128	106	106	116	126	137
	1966	115	108	116	113	123	122	98	106	105	113	127	131	106	103	114	120	132
	1966	Nil	Nil	+2	Nil	—4	+3	—3	+1	—1	+1	+6	+3	Nil	—3	—2	—5	—4
Medium and Small (..)	1961	100	92	96	102	110	98	84	94	94	98	95	115	94	99	106	109	114
	1962	101	94	98	102	111	99	90	92	97	102	97	110	97	100	107	111	116
	1963	101	85	97	105	118	87	80	89	96	101	94	109	101	104	114	116	124
	1964	109	99	104	110	124	107	96	96	102	105	104	116	104	110	118	124	129
	1965	114	104	109	113	131	113	100	101	105	112	109	122	107	111	125	130	136
	1966	114	107	111	113	126	116	100	104	107	116	110	125	106	108	120	125	132
	1966	Nil	+2	+2	—1	—3	+3	Nil	+3	+2	+4	+1	+2	Nil	—3	—4	—4	—3
OTHER DURABLE GOODS SHOPS, TOTAL (Excluding Co-operative Societies) (£476 million)	1961	100	95	94	98	113	95	95	94	94	94	95	108	92	95	105	107	124
	1962	105	98	96	102	123	98	98	97	92	97	98	103	99	104	113	118	134
	1963	114	104	104	113	136	103	103	105	101	104	106	111	110	116	124	129	150
	1964	121	114	110	117	141	116	115	113	112	107	112	114	115	121	132	135	154
	1965	125	122	113	120	144	123	118	124	115	112	111	119	118	124	137	138	155
	1966	125	122	115	121	143	128	120	120	120	114	113	126	117	120	135	137	153
	1966	Nil	Nil	+3	Nil	—1	+4	+1	—4	+5	+2	+1	+5	—1	—3	—2	Nil	—1
Multiples, Total (£227 million)	1961	100	92	97	102	110	85	93	96	92	96	101	113	94	100	107	108	112
	1962	112	100	105	114	128	95	99	104	97	106	111	114	109	117	125	128	130
	1963	127	112	119	130	148	105	110	118	111	118	126	125	126	137	145	149	150
	1964	136	128	126	136	156	126	128	129	122	123	133	129	133	143	151	159	158
	1965	145	142	134	143	161	136	137	151	133	133	134	138	139	150	163	167	155
	1966	145	141	136	143	160	143	135	143	138	134	135	146	138	143	161	166	154
	1966	Nil	—1	+2	Nil	—1	+5	—1	—5	+4	+1	Nil	+6	—1	—4	—1	—1	—1
Radio and Electrical Goods, etc. Shops, Total (c) (£372 million)	1961	100	95	93	97	115	98	95	92	95	93	91	106	92	94	105	107	130
	1962	103	98	94	98	122	101	98	94	93	95	94	100	97	98	109	114	139
	1963	110	103	101	107	131	104	104	102	102	101	100	109	106	107	116	120	151
	1964	114	111	105	108	132	115	111	107	110	102	103	107	107	109	120	121	150
	1965	116	112	104	110	136	117	109	111	108	101	102	112	108	111	125	124	156
	1966	118	117	108	112	135	124	116	112	115	104	106	117	109	111	123	124	154
	1966	+2	+4	+4	+2	—1	+6	+7	+1	+6	+3	+4	+5	Nil	+1	—2	Nil	—1
Multiples (£122 million)	1961	100	89	96	101	114	86	90	91	94	96	97	108	96	99	110	109	123
	1962	112	101	106	112	129	101	100	101	102	106	110	114	111	112	123	123	138
	1963	128	116	122	128	144	112	116	120	121	118	125	129	128	127	139	139	153
	1964	129	128	122	123	141	129	128	128	125	120	122	121	124	125	130	138	151
	1965	134	130	124	131	152	130	123	135	129	117	127	129	130	133	145	150	158
	1966	139	141	131	135	151	145	135	142	137	120	134	138	132	136	144	151	157
	1966	+4	+8	+5	+3	Nil	+12	+10	+4	+7	+3	+6	+6	+2	+2	—1	Nil	—1
of which: Rental Specialists (£62 million)	1961	100	95	95	98	111	94	95	97	94	97	94	101	95	98	109	112	113
	1962	118	113	116	117	126	113	114	113	116	118	115	120	116	116	122	127	128
	1963	133	130	131	131	141	126	131	134	132	130	130	133	129	131	137	141	143
	1964	147	147	145	143	152	145	146	151	146	142	145	141	144	145	150	155	151
	1965	160	164	156	157	164	158	158	172	157	144	164	157	155	158	165	172	157
	1966	173	182	169	169	171	178	179	189	169	153	181	173	166	169	173	182	162
	1966	+8	+12	+8	+8	+4	+13	+13	+10	+7	+6	+11	+10	+7	+7	+5	+6	+3
Independents (£249 million)	1961	100	98	92	95	116	105	97	92	95	91	89	104	90	92	103	106	134
	1962	98	96	88	92	118	101	97	91	88	90	86	93	90	92	102	109	139
	1963	102	97	90	97	124	100	97	93	92	92	87	99	96	96	105	111	150
	1964	106	102	96	100	128	107	102	97	102	93	93	101	99	101	114	113	150
	1965	106	103	94	100	129	110	101	100	98	93	90	103	98	100	114	111	155
	1966	108	105	97	101	127	114	106	98	104	96	93	107	97	100	112	111	152
	1966	+1	+2	+4	+1	—1	+3	+5	—1	+6	+3	+3	+5	—1	Nil	—2	Nil	—2
Electricity Showrooms (£55 million)	1961	100	91	99	105	105	86	92	95	92	99	105	127	90	99	104	103	107
	1962	108	89	103	114	126	83	91	92	86	102	118	117	105	119	121	128	128
	1963	118	98	116	122	137	91	100	101	97	112	133	118	116	130	130	136	143
	1964	128	109	120	133	150	108	109	111	102	116	137	126	126	143	143	152	153
	1965	124	126	118	117	137	122	121	132	115	122	117	115	112	121	140	137	134
	1966	119	109	113	117	137	117	106	104	105	123	111	126	108	116	137	137	135
	1966	—4	—14	—4	Nil	Nil	—4	—13	—21	—9	+1	—5	+9	—3	—5	—2	Nil	+1
Gas Showrooms (£49 million)	1961	100	98	98	101	102	83	100	109	90	93	108	107	94	102	104	112	93
	1962	114	109	104	117	127	95	105	124	94	110	106	109	110	129	134	140	111
	1963	137	116	117	143	170	105	107	133	102	126	121	124	133	167	176	188	151
	1964	165	148	144	170	201	138	150	154	135	138	156	152	163	190	209	219	181
	1965	195	191	174	202	212	168	189	212	163	187	173	183	194	223	231	244	172
	1966	187	177	173	190	207	168	169	192	177	181	163	190	187	192	228	236	166
	1966	—4	—7	—1	—6	—3	Nil	—11	—9	+9	—3	—6	+4	—4	—14	—1	—3	—4

(*Continued on next page*)

Table 3—*continued*

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Independents	1961	100	78	86	98	138	74	76	84	79	85	91	104	96	95	90	104	203
(£65 million)	1962	100	79	84	99	138	75	79	82	80	84	88	104	98	95	89	102	205
	1963	105	75	89	106	151	66	76	82	82	91	93	108	107	104	100	110	226
	1964	117	89	98	115	170	82	91	93	90	96	105	114	116	116	111	126	252
	1965	125	97	104	120	179	89	97	104	98	103	109	122	119	120	118	123	273
	1966	129	103	110	125	180	94	103	109	106	110	114	129	125	123	119	122	275
	1966	+3	+6	+6	+4	+1	+6	+6	+6	+8	+6	+4	+5	+4	+2	+1	—1	+1
Multiples	1961	100	71	76	94	159	62	67	82	74	73	79	92	96	95	84	99	267
(£16 million)	1962	101	71	77	96	159	59	72	79	75	74	80	95	96	97	85	105	262
	1963	106	70	81	104	170	55	71	80	78	80	84	101	107	103	93	114	276
	1964	118	83	89	113	192	72	84	92	82	90	93	107	116	114	107	130	308
	1965	129	96	96	119	205	86	97	103	97	95	97	118	127	114	116	133	335
	1966	133	100	101	125	206	91	97	109	100	101	102	126	131	120	122	129	334
	1966	+3	+4	+5	+5	Nil	+6	Nil	+7	+3	+6	+5	+6	+3	+5	+5	—3	—1
Leather Goods, Sports Goods, Toys and Fancy Goods Shops, Total	1961	100	70	86	103	141	69	67	74	84	85	88	103	109	97	88	107	211
(£83 million)	1962	102	70	87	106	143	71	68	71	84	87	91	101	114	103	87	106	217
	1963	103	68	88	109	149	65	64	73	85	88	91	105	117	105	93	110	224
	1964	112	77	95	117	163	75	73	81	91	97	96	110	126	116	101	119	249
	1965	123	83	103	125	179	82	79	88	102	102	104	119	135	122	109	125	278
	1966	130	91	109	133	186	91	85	95	110	109	108	125	140	134	115	130	288
	1966	+6	+9	+6	+6	+4	+10	+8	+8	+9	+6	+4	+5	+4	+9	+5	+4	+4
Ironmongers and Hardware Shops, Total	1961	100	93	100	97	110	90	89	100	102	101	97	99	97	95	99	103	124
(£235 million)	1962	102	95	102	99	112	92	93	99	103	105	100	100	99	99	101	106	127
	1963	107	101	104	105	119	105	97	100	105	106	101	105	105	104	107	109	136
	1964	109	101	108	107	122	98	100	103	111	111	105	107	107	107	111	112	139
	1965	114	105	113	112	127	101	104	108	117	115	109	112	113	111	115	121	142
	1966	119	111	117	117	131	109	104	118	119	120	114	117	118	116	121	122	146
	1966	+4	+6	+4	+5	+3	+7	+1	+9	+2	+4	+5	+4	+5	+5	+5	Nil	+3
Independents	1961	100	95	100	96	109	91	90	101	102	102	97	99	96	94	99	102	122
(£207 million)	1962	102	97	103	98	111	94	94	100	104	106	100	100	98	98	101	106	123
	1963	106	102	104	104	116	108	98	100	105	106	100	105	104	103	106	108	130
	1964	109	102	109	106	120	100	102	104	112	111	104	106	106	106	111	111	134
	1965	114	106	114	111	126	104	106	109	119	115	109	112	112	110	115	121	138
	1966	120	113	119	117	130	112	107	119	122	121	114	117	118	116	121	122	143
	1966	+5	+6	+4	+5	+3	+8	+1	+9	+3	+5	+5	+5	+6	+6	+5	+1	+3
Multiples	1961	100	85	97	101	117	77	79	95	98	99	96	100	103	100	100	106	140
(£28 million)	1962	104	86	99	107	123	80	84	93	97	98	102	104	110	107	103	107	150
	1963	112	91	104	114	138	86	86	98	102	104	105	109	119	113	111	119	176
	1964	113	91	108	116	139	85	88	99	103	115	106	117	118	114	113	122	173
	1965	114	91	107	116	140	84	87	101	103	112	107	113	120	116	112	127	172
	1966	114	93	107	116	140	86	85	104	100	112	109	113	119	116	115	124	173
	1966	Nil	+2	Nil	Nil	Nil	+3	—3	+3	—3	—1	+2	Nil	Nil	Nil	+3	—2	Nil
Other Miscellaneous Non-Food Shops (i)	1963	—	—	114	98	112	—	—	—	115	117	110	100	91	101	104	102	128
Independents	1964	113	109	117	104	123	97	112	114	119	122	112	103	97	110	113	114	137
	1965	118	116	123	108	126	103	116	126	128	126	117	110	103	110	118	112	143
	1966	121	116	127	113	130	102	116	127	124	135	122	114	109	116	119	117	149
(£66 million)	1966	+3	Nil	+3	+5	+4	Nil	Nil	+1	—3	+7	+5	+3	+6	+5	+1	+5	+4

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into the three 'monthly' periods of four, four and five weeks respectively. The period covered by December 1966 sales was the five weeks from November 27, 1966 to December 31, 1966, the corresponding period in 1965 was from November 28, 1965 to January 1, 1966. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

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Hire purchase and other instalment credit business in December

IN THE FINAL quarter of 1966 new credit extended by finance houses and durable goods shops, including department stores, was 32 per cent below the amount advanced during the final quarter of 1965. When allowance is made for normal seasonal factors it appears that during the last five months of 1966, i.e., since the tightening of hire purchase controls, new credit has been running at much the same level, the new credit extended by finance houses being on average about a third below the level in the earlier part of the year, while for shops the comparable decrease is slightly more than 20 per cent.

On a seasonally adjusted basis the total instalment credit debt owed to finance houses and to durable goods retailers, including department stores, fell by £68 million during the fourth quarter of 1966 following a fall of £50 million during the third quarter. The large fall in debt during the second half of 1966 accounted for a high proportion of the total fall in debt of £134 million during the year and reflected the falling off of new credit extended, especially by finance houses, following the July measures.

Finance houses

New credit advanced by finance houses in December 1966 was 32 per cent lower than in the same month of 1965, a similar percentage decrease on a year earlier to that experienced during the preceding four months of 1966. Following the tightening of hire purchase restrictions in July finance house new business, which was already running below the level of the same period a year earlier, fell sharply in August and, if account is taken of normal seasonal variations, there has been little change since. As a consequence, for the year as a whole new credit was 15 per cent lower than in 1965. This reduced level of business in 1966 has been reflected in most of the categories of goods for which separate figures are shown in the tables but in the second half of the year the most significant decreases compared with the year earlier position were in new and secondhand cars.

The debt owed directly to finance houses continued to fall in December, although partly under normal seasonal influences, and at the end of year stood at £754 million, £115 million lower than at the end of July when the more stringent hire purchase restrictions were imposed. During the year 1966 the finance house debt fell by £82 million, the same amount by which debt had risen during 1965.

Durable goods shops

Instalment credit sales by durable goods shops in December were 24 per cent lower than in December 1965 and, allowing for normal seasonal factors, they remained at much the same level during the last five months of 1966. Taking the year as a whole credit sales were 17 per cent lower than in 1965. While in the first seven months of 1966 sales on hire purchase and other instalment credit terms by furniture shops were on average about 6 per cent below 1965 figures and by other durable goods shops were about 15 per cent down on 1965 experience giving an overall reduction of a little more than 10 per cent for all durable goods

Table 2. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted†
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	990	—134	
1963 1st Qtr.	60	115	175	186	—11	+ 1
2nd Qtr.	68	160	228	196	+32	+16
3rd Qtr.	77	148	225	199	+26	+21
4th Qtr..	90	135	225	200	+25	+34
1964 1st Qtr.	*74	166	240	212	+28	+41
2nd Qtr.	69	204	273	218	+55	+35
3rd Qtr.	75	181	256	214	+42	+39
4th Qtr..	96	160	256	225	+31	+41
1965 1st Qtr.	71	185	256	232	+24	+36
2nd Qtr.	71	220	291	237	+54	+31
3rd Qtr.	73	176	249	239	+10	+10
4th Qtr..	91	146	237	244	— 7	+ 4
1966 1st Qtr.	63	182	245	256	—11	+ 1
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—50
4th Qtr..	61	100	161	241	—80	—68

(a) Durable goods shops and department stores; not including other instalment credit retailers.

*Fourteen weeks.

†Revised figures.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	279
Department stores	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
Finance houses	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	754
Total of above	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,062

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	...	...	...	...	...	...	...	...	...	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,062
Other instalment credit retailers*	1964	...	...	...	...	...	...	...	...	...	145	152	165
	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
Grand Total	1964	...	...	...	...	...	...	...	...	...	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,260

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable departments.

Table 3. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops									
	Total		Independents		Multiples		Co-operative Societies		Total (excluding Co-operative Societies)		Multiples		Independents		Total (excluding Co-operative Societies) (b)		Radio and electrical, etc., goods shops (c)							
																	Total		Multiples		Independents (d)			
	(£303)		(£110)		(£161)		(£32)		(£128)		(£62)		(£65)		(£143)		(£82)		(£37)		(£45)			
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8		
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6		
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10		
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27		
1965 1st quarter	106	Nil	98	+ 5	110	— 4	113	+ 4	97	+ 5	92	— 3	102	+14	113	— 5	93	—21	93	—33	93	— 7		
2nd quarter	104	— 2	90	+ 1	112	— 5	111	+ 2	101	+ 4	105	— 1	96	+11	106	— 8	89	—15	97	—18	82	—13		
3rd quarter	107	— 5	95	Nil	114	— 7	111	— 6	106	+ 3	108	— 1	105	+ 7	106	—11	86	—12	91	—14	81	—11		
4th quarter	131	— 5	122	Nil	137	— 8	134	— 5	133	— 1	136	— 5	130	+ 4	129	— 8	115	— 6	120	— 6	110	— 6		
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13		
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17	73	—18	83	— 4	64	—22		
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33		
4th quarter	98	—25	86	—30	107	—22	93	—31	99	—26	100	—27	98	—25	98	—24	81	—30	97	—19	68	—39		
1965 January	107	— 2	108	+ 7	104	— 8	113	+ 2	103	+ 8	90	— 8	115	+24	109	— 9	95	—25	90	—37	98	—13		
February	104	— 3	92	Nil	111	— 6	107	— 2	96	+ 4	98	+ 2	94	+ 6	110	— 9	90	—24	89	—37	90	— 8		
March (a)	108	+ 4	95	+ 7	115	+ 1	119	+10	93	+ 4	88	— 3	98	+12	119	+ 2	94	—14	98	—25	91	Nil		
April	105	Nil	94	+ 4	112	— 2	106	— 4	100	+ 4	102	— 4	98	+13	109	— 3	93	—15	99	—20	88	— 9		
May	108	+ 2	91	Nil	117	+ 3	122	+ 8	101	+ 6	107	+ 4	95	+ 8	111	— 2	94	—10	104	— 9	85	—12		
June (a)	101	— 8	87	Nil	109	—12	107	+ 1	101	+ 3	106	— 4	96	+11	100	—17	81	—19	90	—22	75	—16		
July	107	— 4	97	Nil	113	— 7	116	— 2	110	+ 4	111	— 2	110	+10	102	—11	83	—17	91	—19	77	—15		
August	101	— 6	87	— 4	109	— 7	105	— 8	101	+ 4	105	+ 3	96	+ 4	100	—13	78	—18	84	—19	74	—17		
September (a)	111	— 5	100	+ 3	118	— 8	112	— 8	108	+ 2	109	— 3	107	+ 6	114	— 9	94	— 3	98	— 5	91	— 2		
October	126	— 3	116	+ 8	133	— 7	128	— 8	123	— 2	122	—13	123	+12	130	— 2	109	+ 2	113	+ 3	106	+ 1		
November	135	— 1	124	+ 5	142	— 5	143	— 5	134	+ 4	137	Nil	131	+ 8	135	— 5	115	— 2	117	— 5	113	+ 1		
December (a)	131	—10	125	+ 9	135	—11	131	— 4	139	— 4	146	— 4	134	— 5	123	—15	119	—14	128	—12	112	—16		
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3		
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2		
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30		
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20		
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16	65	—23		
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	— 9	83	—17	67	—18	79	—11	57	—24		
July	97	—10	87	—10	103	— 9	102	—12	99	—10	97	—12	101	— 8	94	— 9	74	—11	83	— 9	67	—13		
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40		
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42		
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—26	98	—25	75	—31	89	—21	64	—40		
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46		
December (a)	100	—24	93	—26	107	—21	90	—31	108	—23	111	—24	104	—22	95	—22	87	—27	99	—22	76	—32		

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business									
	Department Stores		Other General Stores (e)		General Mail Order Houses		Co-operative Societies non-durable goods departments		Total of Selected Kinds of Business (f)	
	(£54)		(£72)		(£201)		(£43)		(£673)	
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1966 Year	103	— 1	125	— 6	184	+11	93	—2	124	—3
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	154	..	90	..	119	..
3rd quarter	98	..	117	..	148	..	87	..	118	..
4th quarter	135	..	189	..	219	..	132	..	164	..
									152	—7
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5	119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	—5	111	—6
4th quarter	128	— 5	176	— 6	237	+ 8	134	+1	152	—7
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	— 1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150	..	86	..	116	..
July	111	+ 1	114	..	139	..	91	..	117	..
August	83	—10	105	..	130	..	81	..	107	..
September (a)	100	— 5	128	..	169	..	88	..	128	..
October	110	—11	144	— 3	204	+16	86	—5	148	+4
November	133	— 3	184	+ 7	243	+22	122	Nil	172	+9
December (a)	156	+ 3	228	+18	212	+ 4	177	+2	170	Nil
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	—2
April	98	— 2	117	+ 2	163	+15	84	—5	115	—1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+3
June (a)	89	— 2	114	— 3	170	+14	81	—6	115	—1
July	110	— 1	111	— 3	148	+ 6	87	—4	114	—2
August	78	— 6	97	— 8	148	+14	78	—3	101	—6
September (a)	89	—11	114	—11	179	+ 6	83	—6	116	—9
October	109	— 1	135	— 7	221	+ 8	89	+4	138	—7
November	117	—12	175	— 5	257	+ 6	119	—3	156	—9
December (a)	152	— 3	211	— 7	233	+10	181	+2	161	—5

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

shops on the level of the corresponding period of 1965, in the months following the July measures the decrease on a year earlier has been about 25 per cent for all types of durable goods shops.

Little change took place in the debt outstanding during December but at the end of 1966, the debt of these shops was £50 million below the level at the end of 1965. When allowance is made for seasonal influences, the larger part of the decrease occurred during the last five months of 1966.

Other instalment credit retailers

General mail order houses, which account for the greater part of the sales of this group of traders, continued to show in December an increase in sales over the same period a year ago. Mail order house business, which is largely on a short term credit basis, was 11 per cent higher in 1966 than in 1965 and thus continued the growth which has been shown since this series of statistics was begun towards the end of 1964. The last two quarters of 1966 with an increase of 8 per cent over the same quarters of 1965 would appear to indicate that the increase has tended to settle at a lower level than in the early part of the year when sales were running at about 15 per cent above the level of the corresponding period of 1965. While credit sales of the remainder of this group were lower in 1966 than in 1965, they did not, even in the second half of the year, experience decreases on a year earlier of the same magnitude as did the shops in the durable goods shops group. This may be accounted for by the wider range of goods available on credit terms and the variety of credit facilities available.

The debt outstanding to this group increased by £18 million during December largely under seasonal influences; at the end of 1966 it stood at £198 million, £8 million above the level at the end of 1965. This should be compared with the rise of £25 million in 1965.

The High Commissioner for Uganda, Dr. S. B. Asea, presented Mr. K. W. Fuller, managing director of Thermalite Ytong Ltd., the aerated concrete building block manufacturers, with a tribal spear when he visited the Thermalite factory at Hams Hall, Lea Marston, near Birmingham, recently. Here (far left): Mr. S. G. Ismail, who is from Kampala, and Mr. S. Ofwono, from Tororo (second from left), watch Mr. Fuller being presented with the spear by Dr. Asea (far right).

Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	¶146	+14	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	¶168	+29	154	+ 8
3rd quarter	158	— 8	135	— 2	81	—10	61	—27	144	+ 9	139	+20	171	+15	63	—25	152	+32	122	— 3
4th quarter	112	—21	106	— 4	80	—10	41	—27	92	Nil	102	— 5	155	— 1	74	—21	158	+14	102	— 9
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	157	+46	116	— 2
September	125	—22	123	— 5	78	—13	55	—28	135	+12	112	+ 3	154	+10	65	—27	143	+14	110	— 9
October	127	—22	116	— 7	83	—13	54	—26	114	+ 1	109	—13	161	— 5	72	—21	157	+12	110	—11
November	122	—22	108	— 3	85	—12	43	—22	92	+11	110	+ 1	159	— 5	72	—19	155	+20	105	— 9
December	86	—17	93	— 2	73	— 4	27	—35	70	—13	86	— 1	146	+ 9	79	—21	163	+ 9	91	— 6
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—23

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Trends in quoted companies' finance

Up to December 31, 1966, the Board of Trade analysed the accounts of 336 quoted companies for accounting years ending in April 1966 or later. Nearly two-fifths had accounting dates ending in June 1966; of the remainder about a quarter had accounting dates ending in April or May, and about a third had accounting dates ending between July and October.

These companies comprise just over one-sixth of all quoted companies engaged mainly in manufacturing and distribution in the United Kingdom whose accounts are analysed by the Board of Trade, but they account for only one-eighth of total income and assets. Many steel companies and breweries have autumn accounting dates, and the metal manufacturing industry and the drink industry are over-represented compared with the weight they would carry in an annual analysis. The electrical engineering industry is also over represented, while the chemical and allied industries and the non-electrical engineering industry are under-represented. Table A shows how the industrial distribution of assets of the companies whose accounts are now analysed compares with the industrial pattern of quoted companies as a whole.

Table A. Industrial distribution of company assets, 1965

£ million
(percentage of total in brackets)

Industry	Net assets in 1965 of companies included in present analysis (336 companies)	Net assets in 1965 of all companies included in annual analysis (1,670 companies)
Metal manufacturing	291 (14)	1,519 (9)
Drink	287 (13)	1,486 (8)
Electrical engineering	262 (12)	1,316 (7)
Miscellaneous services	182 (8)	603 (3)
Retail distribution	160 (7)	1,205 (7)
Wholesale distribution	153 (7)	599 (3)
Non-Electrical engineering	114 (5)	1,372 (8)
Chemical and allied	104 (5)	2,427 (14)
Textiles	100 (5)	1,162 (7)
Clothing and footwear	98 (5)	316 (2)
Vehicles	71 (3)	752 (4)
Other industries	322 (15)	4,817 (27)
Total	2,145 (100)	17,576 (100)

Of the 336 accounts analysed, 122 relate to a year ending in June, 59 to a year ending in July and 58 to a year ending in April. The remainder were spread over the other months between May and October, 1966.

One sixth of the companies (57 out of 336) gave figures for turnover in the accounts. All these companies gave comparable figures for 1965 and the increase in turnover between the two years was 7 per cent. Their trading profits rose by just under 1 per cent between 1965 and 1966 as against a 2 per cent increase for all 336 companies.

The companies whose accounts are analysed reflect the introduction of investment grants on eligible assets bought on or after January 17, 1966, although the amounts involved are still relatively small. 49 of the 336 companies provided an estimate in their accounts of the anticipated level of investment grants. In total these amounted to some £5.2 million, of which £4.9 million were treated as deductions from expenditure on fixed assets and £0.3 million as additions to reserves.

Company income

Gross trading profits of quoted public companies reporting up to December 31, 1966, at £393 million, were about 2 per cent higher than for the same companies a year earlier. This increase was below the increases of between 3 and 4 per cent recorded by companies reporting during the first three quarters of 1966. Companies in manufacturing industry reporting during the fourth quarter of 1966 showed a fall in profits of about 2 per cent, the first occasion that manufacturing companies reporting in a quarter have shown a fall in profits since the first quarter of 1963.

The gross trading profits of all companies, as estimated quarter by quarter by the Central Statistical Office, for the twelve months ending in June 1966 were about 2 per cent lower than in the previous twelve months. The downward trend continued into the third quarter of 1966.

Gross income (trading profits plus investment and other income) of companies reporting in the quarter up to the end of December 1966 rose from £406 million in 1965 to £412 million. The appropriation of income throughout 1965 and 1966 was affected by the new tax arrangements brought about by the substitution of corporation tax for the previous system under which company profits were subject to profits tax and income tax. Accounts received during the last quarter of 1966 frequently reflect, in part at least, the change in the treatment of income tax on dividends brought about by the Finance Act, 1965, whereby companies bear the gross cost of a dividend, paying the net amount to shareholders and accounting to the Inland Revenue for the income tax due thereon. As part of the transitional arrangements in introducing the new system of taxation, dividends paid before April 6, 1966, were not subject to income tax. Accounts received in the fourth quarter of 1966 showed dividend payments partly gross of income tax and partly net, depending on whether the payment had been made before April 6, 1966, as an interim payment, or subsequently. In order to maintain comparability between years and between industry groups, dividends are shown net of tax in Table 2, although about two-thirds of these were paid gross, the income tax payable having been added to taxation. Thus, of the £67 million dividends (net), £44 million was paid after April 6, 1966, and the income tax (£31 million) payable has been included with taxation. £23 million of

Table 1. Quoted companies—balance sheet summary
Accounts received up to December 31, 1966 — £ thousand

Balance sheet at end of year	Manufacturing Industries 1965	Manufacturing Industries 1966	Manufacturing and Distribution, etc. 1965	Manufacturing and Distribution, etc. 1966
Number of companies (a)	260	256	342	336
Fixed assets:				
Tangible fixed assets, net	897,334	970,868	1,243,605	1,354,669
Goodwill	63,857	77,842	108,343	123,986
Trade investments	61,584	64,060	77,440	80,598
Investment in unconsolidated subsidiaries	14,041	10,358	14,596	10,865
Total fixed assets, net	1,036,816	1,123,128	1,443,984	1,570,118
Current assets:				
Stocks and work in progress	566,754	620,793	743,379	805,768
Trade and other debtors, etc.	481,111	536,104	631,933	700,205
Investments (other than trade investments)	38,255	29,080	42,867	33,990
of which:				
British government securities	12,954	5,109	13,641	5,519
Loans to local authorities	3,374	2,487	3,529	2,634
Other and unclassified quoted securities	11,065	9,576	13,951	12,754
Unquoted	10,862	11,908	11,746	13,083
Tax reserve certificates	7,019	4,537	7,817	5,291
Treasury bills	114	—	431	754
Cash	78,276	74,412	107,359	108,703
Total current assets	1,171,529	1,264,926	1,533,786	1,654,711
Less Current liabilities:				
Bank overdrafts and loans	119,290	156,010	180,661	225,102
Trade and other creditors, etc.	334,756	367,398	494,597	536,806
Dividends and interest due	34,394	44,697	45,086	60,317
Current taxation	88,861	95,553	112,238	123,455
Total current liabilities	577,301	663,658	832,582	945,680
Net current assets	594,228	601,268	701,204	709,031
Total net assets	1,631,044	1,724,396	2,145,188	2,279,149
Represented by:				
Future tax reserves	73,208	71,090	94,327	88,602
Long-term loans	170,747	187,911	246,057	278,203
Minority interests in subsidiaries	43,524	44,629	68,897	74,935
Shareholders' interest:	1,343,565	1,420,766	1,735,907	1,837,409
Of which:				
Ordinary shares	546,238	570,259	694,412	725,906
Preference etc. shares	89,523	88,657	134,151	133,676
Capital and revenue reserves	690,788	742,699	888,981	953,712
Tax equalization reserve	17,016	19,151	18,363	24,115
Accumulated depreciation on fixed assets	445,154	496,115	581,397	654,369
Contracts for capital expenditure not provided for	74,538	74,677	96,814	97,069

(a) The 1965 figures include companies which were independent in that year but which were acquired in 1966 by another company in the population.

Table 2. Quoted companies—sources of company funds

Accounts received up to December 31, 1966 £ thousand

	Manufacturing Industries		Manufacturing and Distribution, etc.	
	1965	1966	1965	1966
Number of companies	260	256	342	336
Sources of funds:				
Proceeds from issue of loan and share capital:				
For cash	22,842	32,850	47,094	52,519
Of which:				
Ordinary shares	3,051	13,202	5,999	18,026
Preference, etc., shares	—626	—97	—605	105
Long-term loans	20,417	19,745	41,700	34,388
In exchange for subsidiaries	14,287	4,602	19,153	6,759
Of which:				
Ordinary shares	12,857	4,460	17,521	5,785
Preference, etc., shares	520	—	663	150
Long-term loans	910	142	969	824
Total receipts from issues	37,129	37,452	66,247	59,278
Increase in short-term credit:				
Increase in amount owing to banks	39,393	36,179	47,515	44,520
Increase in trade and other creditors, etc.	47,670	31,080	66,335	41,083
Total increase in short-term credit	87,063	67,259	113,850	85,603
Internal sources: income from trading and other activities:				
Gross trading profit	293,238	287,280	383,988	392,517
Income from trade investments	6,456	6,932	8,900	9,083
Income from other investments	4,721	4,932	5,725	6,261
Prior year adjustments other than tax	51	378	347	744
Other capital receipts	2,254	2,864	7,547	3,638
Other income	—945	—167	—750	—222
Total income from trading and other activities	305,775	302,219	405,757	412,021
Total sources of funds	429,967	406,930	585,854	556,902
Appropriation of trading and other income:				
Depreciation provisions	61,055	68,178	86,645	97,653
Amounts written off	542	227	755	481
Taxation	86,208	110,827	111,995	146,399
Of which:				
Current UK taxation	71,224	97,410	91,996	127,186
Increase in future tax reserves	3,032	196	2,850	308
Overseas taxation	13,817	14,441	19,567	21,121
Less: Prior year tax adjustments	1,865	1,220	2,418	2,216
Interest on long-term loans	9,077	10,509	14,221	16,686
Dividends (net):				
Ordinary	49,519	48,316	63,762	62,548
Preference, etc.	3,057	2,857	4,787	4,503
Retained profits and other capital receipts	96,317	61,305	123,592	83,751
Total appropriations of trading and other income	305,775	302,219	405,757	412,021

dividends were paid before April 6, 1966, and since no income tax was payable on them, retained profits were in consequence inflated by some £16 million.

It will be some months before the effect of the transitional arrangements ceases to affect the pattern of company appropriations and it is possible to see clearly the effect of the new system of taxation. In total, dividend payments (net) of companies reporting in the fourth quarter fell from £69 million in 1965 to £67 million in 1966, i.e. by just over 2 per cent. If all dividends had been paid gross, gross dividends would have represented 27.9 per cent of gross income in 1966 compared with 29.3 per cent for the same companies in 1965. Depreciation provisions rose from £87 million in 1965 to £98 million in 1966 and represented a larger proportion of gross income in 1966 (23.9 per cent compared with 21.8 per cent). Interest on long-term loans rose from 3.6 per cent of gross income in 1965 to 4.1 per cent in 1966. Excluding the effect of income tax on dividends paid gross in 1966, taxation represented approximately the same proportion of gross income in 1966 as in 1965. Retained profits, after allowing for the inflation of the figures of 1965 by income tax retained, were slightly lower proportionately in 1966.

Company expenditure

Expenditure of the companies whose accounts for 1966 were received up to the end of December 1966 fell by £18 million (5 per cent) compared with the preceding year. This was the first recorded fall in quoted companies' expenditure since the analysis of accounts (for 1963) received in the first quarter of 1964.

The lower rate of company activity was reflected in falls in four of the main sectors of company expenditure – acquisition of subsidiaries, trade investments, intangible assets (goodwill, etc.) and stockbuilding.

Companies reporting up to the end of December 1966 spent £28 million on acquiring subsidiaries, £17 million less than in the previous year. There are, however, considerable fluctuations in such expenditure from quarter to quarter, depending on the timing of large acquisitions.(1) Half the expenditure was accounted for by two large acquisitions – of Charles Churchill & Co. by Tube Investments (for £11 million) and of Rael-Brook Holdings by Calico Printers Association (for £3 million). In contrast to 1965 a smaller proportion (25 per cent in 1966 compared with 40 per cent in 1965) of the expenditure on acquiring subsidiaries was covered by the issue of shares and long-term loans. Between 1965 and 1966 expenditure on trade investments fell (by 31 per cent) from £13 million to £9 million, and on intangibles (by 33 per cent) from £3 million to £2 million.

Accounts for 1966 analysed up to the end of December 1966 again showed a marked fall in stockbuilding from £81 million in 1965 to £62 million in 1966 – a continuation of the trend which began in accounts for 1965 analysed in the third quarter of 1966.

There was a sharp rise of £8 million (from £19 million in 1965 to £27 million in 1966) in trade and other credit granted, and a smaller rise (of £4 million) over the previous year in expenditure on tangible fixed assets. Liquid resources by way of cash and other short-term assets fell by £10 million in 1966, but this was less than the fall of £16 million in the previous year.

The financing of expenditure

Although company expenditure in 1966 did not reach the 1965 level, the fall of £25 million in internally generated funds and the lower level of bank overdrafts and loans (£45 million in 1966 compared with £48 million in 1965) made it necessary for companies to raise outside finance. In addition to the shares and long-term loans issued in connection with the acquisition of subsidiaries, companies rased a further £52½ million by way of shares and loans, an increase of 11 per cent over the previous year. Within this total, issues of ordinary shares rose substantially (£18 million compared with £6 million in 1965) while issues of long-term loans fell by 19 per cent (from £42 million in 1965 to £34 million in 1966). This was a reversal of the pattern of share and loan issues for cash that

Table 3. Quoted companies—uses of company funds

Accounts received up to December 31, 1966 £ thousand

	Manufacturing Industries		Manufacturing and Distribution, etc.	
	1965	1966	1965	1966
Number of companies	260	256	342	336
Uses of funds:				
Payments out of income:				
Taxation payments	89,979	103,904	115,157	135,682
Dividend distributions	51,857	40,780	68,179	51,888
Interest on long-term loans	8,922	10,572	14,062	16,684
Total payments out of income	150,758	155,256	197,398	204,254
Expenditure on fixed assets, etc.:				
Tangible fixed assets	120,919	125,495	185,019	189,120
Adjustments due to consolidation	—9,812	—4,812	—15,281	—6,701
Intangible assets	1,938	1,601	2,690	1,512
Trade investments	10,155	7,677	13,080	8,627
Acquisition of subsidiaries	35,049	22,570	46,931	28,310
Of which:				
By issue of shares and loans	14,287	4,602	19,153	6,759
By cash	20,762	17,968	27,778	21,551
Other expenditure on capital account	4,288	8,747	5,483	12,182
Total expenditure on fixed assets, etc.	163,167	161,278	237,922	233,050
Increase in current assets, etc.:				
Increase in stocks	67,068	52,485	80,751	61,651
Increase in trade and other debtors, etc.	63,695	54,143	85,512	68,252
Increase in liquid resources	—14,721	—16,232	—15,729	—10,305
Of which:				
Tax reserve certificates	—6,057	—2,649	—8,230	—2,693
Other investments	—5,125	—9,564	—4,427	—9,252
Cash, etc.	—3,539	—4,019	—3,072	1,640
Total increase in current assets	116,042	90,396	150,534	119,598
Total uses of funds	429,967	406,930	585,854	556,902

(1) The expenditure of British Motor Corporation on Pressed Steel Company is not reflected in these results, because although British Motor Corporation reported during the quarter the analysis of its accounts had not been completed in time for inclusion. The value of this acquisition was some £33 million.

(*Continued on next page*)

existed throughout the analysis of accounts for 1965. The sources and uses of funds are shown in greater detail in Tables 2 and 3.

Contracts for capital expenditure not provided for in the accounts remained at approximately the same level as in 1965.

Notes: Table 1-3 present the first analysis of accounts for the 'year' 1966 (with comparable figures for 1965) based on accounts received by the Board of Trade up to the end of December 1966.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1964 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1965 figures include companies which were independent in that year but which were acquired in 1966 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of 22 industry groups will be published in the next issue of the Ministry of Labour's 'Statistics on Income, Prices, Employment and Production'.

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in this and previous articles are described in the *Board of Trade Journal* of November 4, 1966, page 1140.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1.
(Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Building, Piccadilly Plaza, Manchester, 1.
(Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. Jardine, Five Ways House, Islington Row, Birmingham, 15.
(Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, CBE, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
R. W. Daniel, CBE, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

New business names registered in 1966

DURING THE year ended December 31, 1966 there were 57,130 new registrations under the Registration of Business names Act, 1916 (as amended by the Companies Act, 1947), and 11,213 names were removed from the Registers. The total remaining on the Registers at December 31, 1966, was 1,026,310.

Registration of business names

The following table gives the number of Business Names, and of Statements of Changes in Particulars, registered, and of Business Names removed from the Register, under the Registration of Business Names Act, 1916 (as amended) to December 31, 1966, and the number of Business Names remaining on the Registers.

Year	New registrations			Removals			Cumulative totals on registers			Changes in particulars		
	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland
1917-1936 .	471,788	435,512	36,276	100,037	94,580	5,457	371,751	340,932	30,819	121,432	112,648	8,784
1937-1956 .	467,754	441,329	26,425	121,845	114,955	6,890	717,660	667,306	50,354	120,765	109,259	11,506
1957 . .	30,478	29,303	1,175	7,849	7,572	277	740,289	689,037	51,252	6,202	5,769	433
1958 . .	34,801	33,447	1,354	9,174	8,822	352	765,916	713,662	52,254	6,560	6,034	526
1959 . .	38,157	36,692	1,465	9,935	9,502	433	794,138	740,852	53,286	6,597	6,047	550
1960 . .	39,653	38,243	1,410	10,447	10,056	391	823,344	769,039	54,305	6,879	6,268	661
1961 . .	39,007	37,682	1,325	11,026	10,660	366	851,325	796,061	55,264	7,445	6,877	568
1962 . .	39,449	37,985	1,464	10,637	10,269	368	880,137	823,777	56,360	7,858	7,291	567
1963 . .	42,187	40,799	1,388	11,418	11,070	348	910,906	853,506	57,400	7,966	7,417	549
1964 . .	45,045	43,547	1,498	12,059	11,777	282	943,892	885,276	58,616	8,533	8,009	524
1965 . .	48,266	46,617	1,649	11,747	11,289	458	980,411	920,604	59,807	8,823	8,400	423
1966 . .	57,130	55,115	2,015	11,231	10,747	484	1,026,310	964,972	61,338	10,634	10,093	541

Limited partnerships

The following Table gives the number of limited partnerships registered under the Limited Partnerships Act, 1907, to December 31, 1966, and the amount of subscribed capital.

Year	Total		England and Wales		Scotland	
	Number	Subscribed Capital	Number	Subscribed Capital	Number	Subscribed Capital
1908-1939 . . .	1,464	£3,524,336	1,395	£3,292,876	69	£232,460
1940-1949 . . .	160	£435,678	152	£433,811	8	£1,867
1950-1959 . . .	158	£225,126	154	£224,671	4	£455
1960.	13	£6,480	13	£6,480	—	—
1961.	19	£19,325	19	£19,325	—	—
1962.	14	£16,032	13	£15,532	1	£500
1963.	10	£3,057	9	£3,007	1	£50
1964.	11	£3,098	10	£3,088	1	£10
1965.	15	£5,268	15	£5,268	—	—
1966.	63	£237,223	63	£237,223	—	—

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Exhibitions and Fairs

Increased attendance at Hamburg Boat Show

DESPITE some doubts as to the immediate economic situation in Germany, the German Boat Show held in Hamburg from January 19-25 was regarded as at least satisfactory by the exhibitors. There had been fears that the apparent shortage of liquid funds and the tightness of credit would seriously affect sales but in point of fact there was only a fall of between 10 per cent to 15 per cent on the previous year, which was a record one. Many exhibitors are quite sure that as the spring approaches they will reap the benefit of having shown their craft to the 145,000 visitors who came not only from Germany, but also from Holland, Italy, the Scandinavian and Iron Curtain countries. This was an increase of about 20 per cent in attendance compared with the previous year.

More than 400 firms from 23 countries displayed products ranging from luxury motor cruisers to sailing dinghies and rowing boats, from heavy ships' machinery to outboard motors, from navigational equipment to fittings and accessories. More than 800 boats and 600 engines were on show, thus enabling the organizers to claim Hamburg as the largest European Boat Show. As something like 60 per cent of the exhibits are from abroad, principally from Scandinavia, Holland, France, Italy, the United States and Great Britain, this must certainly be regarded as an international show.

The British industry was well represented this year, 15 firms participating in a joint-venture scheme organized by the Ship & Boat Builders' National Federation and the Board of Trade. The products of another 30 British firms were shown by their German representatives. A very wide range of British yachts and equipment was thus seen by the German public and a large number of foreign visitors. Many British exhibitors came with the main intention of finding agents and considered the number of contacts they were able to make very useful indeed. Exhibitors of fittings, accessories and navigational equipment were delighted at the numbers of unexpected orders they received. Particularly successful were Henry Browne of London showing compasses and Cleveland Diving & Marine Products of Yorkshire with their diving suits. Good orders were also placed with Henri-Lloyd Ltd. of Manchester for their yachting clothing.

Although business in cabin boats (both sail and motorized) was quieter than in the previous year, very good orders were taken by Hurley Ltd. & Westfield Engineering Ltd., and considerable interest was shown in the cabin yachts of Westerley Marine Ltd., Fairey Marine Ltd., and the East Coast Yacht Agency, all of whom were exhibiting for the first time and were successful in making contact with possible agents.

Despite the fact that Germany is the third largest market in the world for speed-boats, there were no British boats on show except the new Hi-Foil 'scooter-on-water' which was one of the talking points of the show. A film of this new type of boat was amongst those shown at a reception for the press and exhibitors given by Mr. E. Lewis, HM Consul in Hamburg, and many people were fascinated by its performance. Mr. K. R. Oakeshott, HM Consul-General in Hamburg and Commander Palmer, Assistant Naval Attaché in Bonn, visited the fair and spent some time with the British exhibitors.

Literature and advice about British products not on display were available from the British Information Stand, manned by the SBBNF secretary, Mr. D. A. Reffold, assisted by German-speaking members of the British Consulate-General in Hamburg and the British Embassy in Bonn. A large number of inquiries about British boats, especially the larger catamarans, were received and it is hoped that the follow-ups will mean even more orders for Britain.

Director for British Trade Centre, New York

THE Board of Trade have appointed Mr. J. F. Heath to be Director of the British Trade Centre in New York. Mr. Heath, a permanent Board of Trade official, will take up his appointment later this month.

Since December 1 last the British Trade Centre, which opened under the auspices of the British American Chamber of Commerce, has been managed by the Board of Trade. Situated in the heart of New York at the Rockefeller Center and containing 8,000 square feet of exhibition space, the Trade Centre offers excellent display and promotional facilities to British exporters tackling the United States market.

The Centre provides showcase and free standing displays for hire by individual British firms and the Board of Trade propose to provide facilities for specialized shows featuring a combined industry or trade group which may qualify for assistance under the Board of Trade 'Joint Venture Scheme'. These shows will play an increasingly prominent part in the Centre's operations and will be planned to exploit the opportunities offered during American buying seasons, conferences, trade fairs, etc. The first group exhibit, of British carpets, was held in the Centre from January 15 to 20.

Companies interested in the facilities available at the Trade Centre should contact the Board of Trade Overseas Trade Fairs Directorate, Room 401, Broadway Buildings, 54 Broadway, London, S.W.1. (Tel. Abbey 7877, Ext. 2018).

Paris Carpet Exhibition

A report by the Commercial Department of the British Embassy, Paris

THE FIRST Carpets and Floor Covering Exhibition was held in Paris at the Porte de Versailles from January 20 – 25. In previous years it was incorporated in the Paris International Furniture Exhibition. This breakaway was welcomed both by visitors and exhibitors.

The exhibition covered an area of 8000 sq. metres, of which stands occupied 5000 sq. metres. Professional visitors totalled 14,488 (13,376 French and 1,112 foreign) who made 28,644 entries to the exhibition. Exhibitors numbered 150, including 75 foreign exhibitors. These latter included manufacturers from the United Kingdom, West Germany, Belgium, Holland, Tunisia, United States, Rumania, India, Hong Kong and Sweden. The strongest foreign participation, apart from the United Kingdom, was from Germany and Belgium.

British exhibitors totalled 17, all of whom, with one exception, were represented in France. This exception, however, negotiated with two potential agents during the course of the *salon*. Ten of the British firms, members of the British Carpets Export Promotion Council, benefited from the advantages of a joint venture scheme. All the British stands were well sited and decorated, and matched in quality those of other countries.

All the British firms were satisfied with the results of the exhibition. Some of them were present for the first time. One well-known carpet manufacturer received over 1,500 inquiries, whilst another took orders running into five figures, for not only France but Switzerland, Austria and Germany too. A large order was placed by a merchant from Kuwait. The exhibition has already become, in fact, an attraction for buyers from many parts of the world.

Its importance in French eyes was demonstrated by a visit reported by one British firm of carpet specialists of architects and designers from all over France, particularly from the Riviera and Lyons. Undoubtedly the carpet exhibitions held at Lyons during the British Week in October and at Cannes during the British Week there in December made a marked impression on the French.

Mr. F. C. Everson, Minister (Economic) at the British Embassy in Paris, made an official visit to all the British stands. He was told that the styles most favourable for the French market were traditional patterns in Axminster and Wilton. Many of the British firms had, in fact, designed special patterns for the French market, and this export effort was well rewarded by the interest shown and the orders taken.

It is hoped that many more United Kingdom firms will participate and reap the benefits of showing at the next *Salon du Tapis* which, judging from the success of its first appearance in Paris, will undoubtedly become a *must* for buyers from Europe and many other parts of the world.

British Weeks Directorate to move

THE BRITISH WEEKS and Store Promotions Directorate and the Overseas Publicity Section of Information Division, Board of Trade, will move to Kingsgate House, 62-64 Victoria Street, S.W.1, on February 13, 1967. The Overseas Trade Fairs Directorate will remain for the present at Broadway Buildings.

The telephone number, Abbey 7877, and extensions quoted in the Board of Trade Handbook, 'Services for British Exporters', will be retained.

In addition the number Tate Gallery 1288 will also serve the Board of Trade staff in Kingsgate House.

British carpet manufacturers in California

A STRIKING display of British Axminster carpets, in varying patterns and colour combinations, was laid on for agents, trade buyers and interior decorators, numbering over 10,000, who attended Market Week at the Los Angeles Home Furnishings Mart last month. There were patterned broadloom squares, in abstract and traditional designs for restaurants and hotels; room-sized carpets; and small rugs in both shaggy and plain styles. Among the broadloom carpeting was included a pattern chosen by the Dunes Hotel in Las Vegas for their Sultan's Table restaurant.

The Carpet Show was the result of a joint initiative taken by nine British carpet manufacturers: Bond Worth Ltd., Chlidema Carpet Co., Firth Carpets, Morris & Co., William C. Gray & Sons, John Lyle & Co., A. F. Stoddard & Co., Henry Widnell & Stewart and Woodward, Grosvenor & Co., to exploit the current trend in the United States towards a greater use of colour and patterns. Describing themselves as 'The London Group', the nine manufacturers were combining under the auspices of the Federation of British Carpet Manufacturers in order to share out the high initial cost of warehousing, advertising and marketing in the United States, and also to qualify for Board of Trade financial assistance. The display was set up on behalf of The British Group by their newly appointed sole selling agent in the United States, A. Leon Capel & Sons Ltd., as a follow-up to the fact-finding mission sent out by the Federation a year ago.

During the Market Week the British Consul-General in Los Angeles held a press and trade reception at the British carpet exhibit to focus the attention of buyers, interior decorators and trade press representatives on the range of styles, colours and patterns available. The London Group were represented by Mr. J. B. Gilchrist of Gray's Carpets & Textiles Ltd., who flew over for the occasion to help with trade inquiries.

One interior decorator liked the patterns so much that he offered to lay on an identical display in his own showroom later in the year, using the same British posters and banners as background material. Another interior decorator placed a sampling order for 25 different pieces, while other buyers concentrated their orders on particular patterns. Heartening though these initial orders naturally were, what made the local agent even more enthusiastic about future prospects was the interest shown by a few really big potential customers, one of whom is in the position to place orders capable of keeping all nine members of 'The London Group' busy. The response has, in fact, been so encouraging that the agent is now thinking of taking permanent display space for British carpets.

As was stated in these columns of January 20 issue, the first group display to be mounted in the British Trade Centre in New York consisted of British Axminster carpets. The display had the backing of the Board of Trade and the British Carpets Export Promotion Council.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 – message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwarbé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Windsor House, Temple Row, Birmingham, 2. (Central 7234/7 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C.3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

At the first Carpets and Floor Covering Exhibition, Paris, Mr. F. C. Everson, Economic Minister at the British Embassy, examines carpets made by the Carpet Manufacturing Co. Ltd. The styles most favourable for the French market are traditional patterns in Axminster and Wilton.

The British Consul-General in Los Angeles and Mrs. A. A. E. Franklin (right) learning some of the finer points about Axminster carpets at the British Carpet Show at the Los Angeles Home Furnishing Mart. With them is Mr. Bob Garrett, sales manager of Pacific Floor Covering Inc.

British pavilion at the Vienna Autumn Fair, 1967

THE BOARD OF TRADE, in conjunction with the Commercial Department of the British Embassy in Vienna, propose to organize a British Pavilion in Hall 24 at the Vienna International Autumn Trade Fair, September 10-17, 1967. This will be similar to the very successful British Pavilion organized by the Board of Trade in the Autumn Fair in 1966 (a report on which appeared in the *Board of Trade Journal* of October 7, 1966.

The Vienna Fair is held each spring and autumn and attracts visitors from many parts of the world. At both spring and autumn events there is a shortage of space in the commodity sections of the fair, where sites are normally taken on a long-term lease by Austrian and other exhibitors, and the British Pavilion therefore represents virtually the only opportunity for United Kingdom firms who wish to test or increase their hold on the Austrian market to take part at this major trade fair.

Austria is a member of the European Free Trade Area and, under the provisions of the EFTA convention, Britain and Austria eliminated all tariffs on each other's industrial goods on December 31, 1966. Most industrial goods are now also free from quantitative import restrictions.

In order to achieve a distinctive British Pavilion with co-ordinated decor and presentation, the Board of Trade will again commission the Central Office of Information to prepare a suitable shell stand scheme providing stands of approximately 150 sq. ft. for each participant; if sufficient space is available the Board of Trade will consider renting larger areas. In addition there will be an official information stand manned by the Commercial Department of the Embassy and, if space permits, a lounge area for use by the exhibitors.

The charge for participation in the British Pavilion is 25s. per sq. ft., which will cover the costs of space and all necessary shell stand construction work, including simple display counters, captions and lighting.

The Board of Trade have also offered standard joint venture terms to trade associations wishing to organize joint displays by their members. Firms interested in this method of participation should advise their trade association not later than the end of February.

Hall 24 is a separate two-storey building with exhibition space on both the ground floor and first floor galleries. However, available space within the pavilion is limited, and it is therefore essential that firms wishing to take part in the British Pavilion as independent exhibitors, i.e., on the basis outlined in paragraphs 4 and 5 above, should write, before March 7, to the Overseas Trade Fairs Directorate, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. Abbey 7877, Ext. 2782), stating the type of products they wish to exhibit and the amount of space required, and enclosing a cheque (made payable to the Principal Accountant, Board of Trade) for 10 per cent of the space cost. This deposit will be returned if there is insufficient support from industry to justify the organization of a British Pavilion or if the application has to be refused because of shortage of space. Applications for space will be accepted in the order in which they are received.

Interest shown in hardware fair

THE ATTENDANCE figures of the International Hardware Trades Fair have shown a steady increase over the past five years. Held last week in the Grand Hall, the Grand Hall Gallery and the West Hall at Olympia in London, the show has become the most important annual event of the British hardware industry.

Some British hardware manufacturers reported increases in export turnover last year of up to 50 per cent, and the industry's total export figure for 1966 amounted to £155,000,000. The rise in exports was in part due to orders booked as a result of participation in the previous exhibition. Exhibitors at the 1967 fair just ended report many interested trade visitors, and resulting inquiries have been most satisfactory.

Mr. W. E. Deming, former president of the New York State Hardware Retailers Association, said that the organizers and participating manufacturers at the fair are to be congratulated. The quality of exhibits, he said, was extremely high and in many cases superior to anything he had seen at the National Hardware Show held in New York every autumn.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Centres for European Trade: Germany's International Trade Fairs

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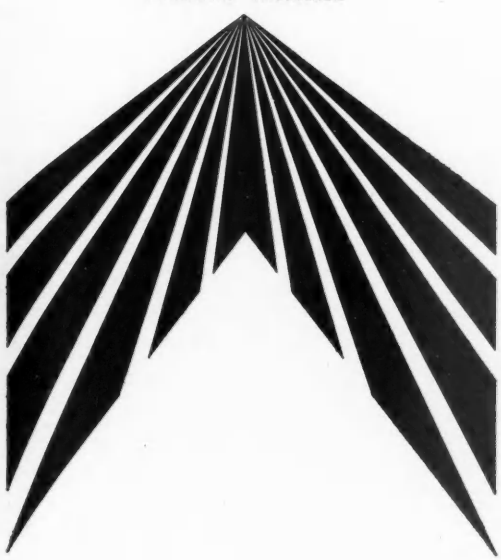

With frontiers increasingly becoming symbolic rather than acting as barriers to trade, businessmen and specialists congregate at the German Trade Fairs which serve as particularly suitable meeting places. There businessmen and experts in many fields view new products, plant and equipment. Never less than 25% of the exhibitors are foreign firms and in some cases the number exceeds 50%.

Germany's International Trade Fairs:

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German Embassy, Commercial Information Service, 6 Rutland Gate, London S. W. 7,
Tel.: KNI 1271
Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e.V., Engelbertstrasse 31a,
5 Cologne, Germany,
Tel.: 219091

Left: Visitors look round the 14th British Toy Fair at Brighton. Right: Two versions of the 'Trend Tracker', the latest runabout, manufactured by Mettoy, being tried out on the front at Brighton.

Style for the home at Furniture Show

CLOSING tomorrow at Earls Court, London, is the 1967 International Furniture Show which has been running since January 30. In the same way as British fashions have made world news and had an impact upon the international scene so is British furniture equally inspired by imaginative designs. Moreover it caters for all tastes. It doesn't pander to the 'with-it' brigade who seek change just for the sake of change to the neglect of those who have a more conservative taste. Comfort and style are there, be it in familiar-looking settees reminiscent of an age of elegance, or simplicity to suit the vogue of function.

Firm orders have been forthcoming. Slumberland Ltd., for instance, have sent on initial consignment of beds worth £25,000 to Russia. They are also negotiating with the Russians to provide machinery for making the company's bed springing system under licence.

Changing methods of living in other countries provide opportunities for British firms. The Japanese, for example, are not living on the floor as much as they used to, and Western furniture and beds are becoming more and more popular in Japanese homes.

British toys at Brighton

TOP favourites again with foreign buyers attending the 14th British Toy Fair at Brighton were the die-cast model cars. Die-cast toys account for half the total exports of the British toy industry, which in 1966 amounted to £16 million, and according to the organizers, both Lesney Products, with their 'Matchbox' series, and Mettoy Playcraft, with the 'Corgi' range, are very optimistic about export increases. Some of the other exhibitors who reported that export inquiries and orders this year exceeded those of previous years are Airfix Products, Dean's Childsplay Toys, Kiddicraft, Wendy Boston Playsafe Toys and Pelham Puppets. The organizers are confident that orders placed at the fair will eventually total many millions of pounds.

Imports of foreign toys during 1966 are estimated to be about £11.3 million, only slightly above the 1965 figure of £11.24 million; however, it is as yet not known how many overseas suppliers have held back stocks until after the removal of the import surcharge. Toys are mainly imported from Hong Kong (about £6.5 million in 1965), Japan and Western Germany.

Exhibitors participating in the fair, which took place from January 29 to February 2, totalled 340, the majority British but some (not more than 15 per cent) acting as agents for overseas firms. Fears that the 'freeze' might sharply limit the number of visitors proved largely unrealized; though attendance figures did not rise, they were still 25 per cent up on 1965. More than 5,600 buyers visited the fair, 700 of them from 40 overseas countries, including Australia, Malawi, Japan and the United States. There was also an important trade delegation from Russia.

The 'educational toy of the year', the doodling toy the Spirograph, attracted a great deal of interest from both home and overseas buyers. Palitoy's Action Man and Mettoy's Batmobile, also award-winning toys, were popular with visitors as well.

Toys linked to television characters, although tending to be of short-lived appeal, have proved highly profitable. Batman, it appears, though, is on his way out – though one would never think it from the profusion of Batman-inspired merchandise in the toyshops. Thunderbird and the Magic Roundabout, however, are still as popular as ever.

The fair will be held in Brighton again next year from January 28 to February 1.

'Print Design 1967'

NEARLY 350 examples of well-designed British printing for industry and commerce – selected from a total of 2,800 submissions – will be shown in the 'Print Design 1967' exhibition at The Design Centre from February 22 to March 27, 1967. The exhibition is being arranged jointly by the British Federation of Master Printers and the Council of Industrial Design. The exhibits include company reports, leaflets, catalogues, instruction manuals, calendars, menus, and house magazines as well as examples of the complete house style of several companies.

Minister opens COLEX '67

COLEX '67, the show which combines the ninth Camping and Outdoor Life and fourth Holiday and Travel Exhibitions under the sponsorship of the Camping Club of Great Britain, was opened on February 3 in the Empire Hall at Olympia by Mr. J. P. W. Mallalieu, Minister of State, Board of Trade. Pointing out that the overseas spending of British holidaymakers had soared at a far greater rate than had our 'imports' of tourists, Mr. Mallalieu said that the improvement of facilities for camping could contribute considerably to closing a gap now approaching £100 million by encouraging both foreign and British holidaymakers to holiday in Britain.

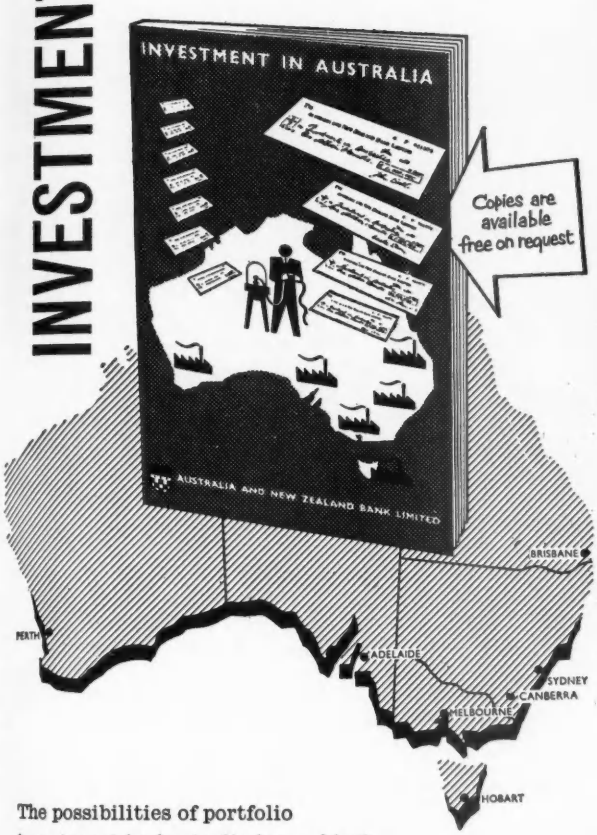
This meant improving and increasing the number of camping sites. The great majority of sites were privately owned, he said, and he asked everyone responsible to do all they could to provide better facilities. The Government and local authorities would also play their part, and he reminded his listeners of the White Paper, published a year ago, which emphasised the need for more camping and caravan sites to be used primarily as staging points.

'It is the Government's intention,' Mr. Mallalieu continued, 'to introduce legislation to empower and encourage local planning authorities to provide well-designed and well-planned sites with the aid of grants. In anticipation of this legislation, the British Travel Association has suggested a dozen localities where the provision of transit sites is considered particularly urgent. The planning authorities for these localities have been approached and preliminary replies have indicated their willingness to co-operate.'

Although he would do all he could, the stimulation of tourism was not for Government alone. 'It must be a co-operative venture, and in that I believe that the Camping Club of Great Britain and Ireland will have a leading part to play,' he concluded before declaring the exhibition open.

The show, which closes tomorrow, February 11, expects to attract a total of something over 200,000 visitors.

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as...

Avenues of investment
Securities for portfolios
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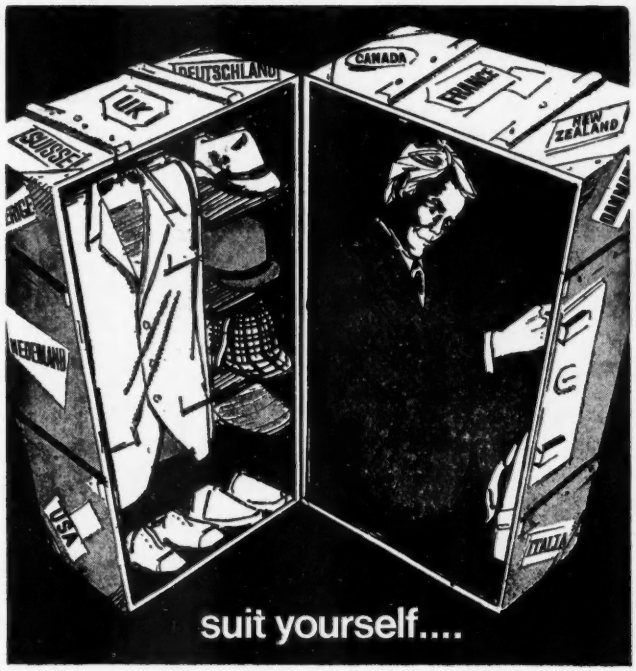


Suit yourself. Pack your trunk for a long, long trip round the world. Give up six months. Spend a lot of money ... and you'll still miss something.

Or you can come to IMBEX 67 and in one day see all the latest international men's wear. In comfort!

Men's and boys' wear manufacturers from the fashion centres of the world exhibit their latest styles, materials and trends at IMBEX – held in Earls Court, London. Every year IMBEX has grown in attendance and international importance; and IMBEX 67 will be bigger and better than ever.

IMBEX is ready-made for buyers – it's the only fully international exhibition of men's wear held in the United Kingdom.

IMBEX 67

International Men's and Boys' Wear Exhibition
Earls Court London February 27–March 3 1967
Daily 9.30 a.m.—6 p.m. Last day 9.30 a.m.—2 p.m.

Promoted by: Men's and Boys' Wear Exhibitions Limited.
Sponsored by: The Clothing Manufacturers' Federation of Great Britain; The Shirt, Collar and Tie Manufacturers' Federation; The Tie Manufacturers' Association.
Supported by: The National Hosiery Manufacturers' Federation.
Organised by: Industrial and Trade Fairs Limited.
For further information please write to:
Industrial and Trade Fairs Limited, Commonwealth House, New Oxford Street, London W.C.1, England
Tel: Chancery 9011 Cables: Indatfa London WC1 Telex: 262567

United States store buyers to visit Britain

THE BOARD OF TRADE have been advised that buyers from the following stores, which will be holding promotions this year featuring British goods, will be visiting Britain during February and March. Manufacturers and exporters wishing to meet these buyers should contact the London Buying House in each case.

GIMBEL BROTHERS, PITTSBURGH
Dates of promotion: October 29-November 11

Name of buyer	*Merchandise sought*
(February 8-15)	
Mr. Samuel B. Puterman	Infants' apparel
(February 9-15)	
Mr. Marvin Lutzker	Men's furnishings
Mr. Norwin Brovitz	Men's sportswear
(February 10-15)	
Mr. Elliott Stone	Divisional merchandise manager – Children's wear, domestics and intimate apparel
(February 11-25)	
Mrs. Oleen Eagle	Fashion co-ordinator
(February 12-20)	
Miss Jane Hile	Tally-Ho sportswear, blouses
Miss Peggy Ruane	Junior sportswear
(February 13-14)	
Mr. Philip Bloom	Women's shoes
(February 18-20)	
Miss Miriam Hatz	Women's gloves and hosiery
(February 20)	
Mr. Edward A. Moos	Divisional merchandise manager – Home furnishings
(February 25-28)	
Mr. Sidney Tannenbaum	Linens, towels, sheets, blankets, spreads
(March 2-8)	
Mr. Silvan Fisher	Housewares
(March 14-16)	
Mr. Howard Shub	Notions
(March 27)	
Mr. Dore Cohen	Divisional merchandise manager – Small goods
(March 27-30)	
Mrs. Dorothy Herbest Smith	Handbags
(April 22-May 1)	
Mr. Robert J. Myerburg	Divisional merchandise manager – Ready-to-wear
Mrs. Bonnie R. Lee	Junior dresses
Mr. Ernst Pinkus	Divisional merchandise manager– Furniture

London Buying House: Gimbel Brothers and Saks & Co., Berkeley Square House, Berkeley Square, London, W.1. (Tel. Mayfair 3031.)

JOHN SHILLITO CO., CINCINNATI
Dates of promotion: October 10-22

Name of buyer	*Merchandise sought*
(February 7-15)	
Mr. J. Muir	Housewares
(February 4-9)	
Mr. M. Schwartz	Infants' wear
(February 11-17)	
Mr. S. Riley	Home furnishings co-ordinator
Mr. R. Land	China and glass
(February 11-19)	
Mr. R. Stern	Gifts
(February 13-19)	
Mr. & Mrs. H. Freemond	DMM home furnishings
(February 21-25)	
Miss M. Denham	Bridal shop and formal dress wear
(February 22-25)	
Mr. R. Benjamin	Sportswear, dresses, knits and young designer shop
(February 23-25)	
Mr. A. Pappas	DMM ready-to-wear

London Buying House: Associated Merchandising Corporation, 62/64 Brook Street, London, W.1. (Tel. Mayfair 5266.)

DAYTON CO., MINNEAPOLIS
Dates of promotion: September 18-October 7

Name of buyer	*Merchandise sought*
(February 17-24)	
Mr. W. Martineau	Toys
(February 1-7)	
Mr. M. Medved	DMM men's and boys' wear

Eddystone

Eddystone EC10

Long range transistorized receiver

The Eddystone EC10 transistorized receiver has the extra sensitivity and selectivity so essential for easy and reliable reception of long distance stations. Light, rugged and transportable, weighing only 5.8 kg, it is completely tropicalized and can be used in any part of the world. Powered by internally fitted U2 batteries or optional and interchangeable a.c mains unit. Gap free coverage from 550 kHz to 30 MHz (545—10 metres). Export list price **£48.**

Comprehensive information obtainable from any Eddystone Distributor or

Eddystone Radio Limited
Eddystone Works, Alvechurch Road, Birmingham 31
Telephone: Priory 2231. Telex: 33708

A MARCONI COMPANY LTD/ED21

Three senior Yugoslav economists were recent guests of the Birmingham Chamber of Commerce and Industry. During its stay the delegation met some 50 Midlands companies in individual talks, factory visits and meetings at the Chamber. They are seen here inspecting Drott bucket attachments fitted on International Harvester tractors. Left to right are Mr. N. Bayliss (personal assistant to Sir Alfred Owen), Mr. Rudolf Kurelic (secretary-general, Economic Chamber of Croatia), Mr. Zegla Mandic (United Kingdom editor of Yugoslav journals), Mr. Leopold Friedman (director of East-West Trade, Owen Organization), Mr. Dalibor Kovaceric (secretary-general, Economic Chamber of Zagreb) and Mr. Ivo Vrazic (secretary, Foreign Trade Division of Economic Chamber of Zagreb).

Name of Buyer	*Merchandise sought*
(February 1-9)	
Mr. L. Sampson	Men's furnishings
(February 3-12)	
Mr. J. Burge	Borthbrier and John Stephens shop

London Buying House: Associated Merchandising Corporation, 62/64 Brook Street, London, W.1. (Tel. Mayfair 5266.)

One of Britain's team of 28 hostesses for EXPO '67 seen in the uniform she will wear. Her outfit consists of a red hat, jacket and shoes, a red, white and blue skirt and a Union Jack bag. The girls will be welcoming and assisting visitors to the British Pavilion at the fair.

International Gifts Fair 'the shop window for world's buyers'

'I CAN WELL believe, as I have been told, that this great Fair is *the* shop window for the world's buyers who have gathered here in Blackpool from some 50 countries to see and to choose from among a variety of displays by over 1,100 exhibitors,' said Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, when he opened the 18th International Gifts Fair on February 6.

'I know very well the sheer back-breaking hard work that goes into the organization of a Fair such as the scale on which this one is held. The planning and the co-ordinating is a heavy task. And the hard work and sales promotion does not stop with the dismantling of the Fair. The organizers have done their part and go on to undertake other tasks for the Export Council of the Gifts Industry. The exhibitors have fulfilled their role in the Fair but for them this is the prelude to the follow-up activities.

'To the exhibitors I wish every success and to those who may possibly be exhibiting for the first time may I mention that I too have an exhibitor's interest; the Board of Trade's own stand in the Floral Hall in the lounge area. There you will find a great deal of information about the numerous Government services available to British manufacturers and exporters.'

The International Gifts Fair is open from February 6-10.

British Shopping Fortnight in St. John's, Newfoundland

ONE OF THE major attractions of the British Shopping Fortnight held last year, at St. John's, Newfoundland, was the visit of HM Submarine 'Acheron', which attracted 10,000 visitors during its stay at the Canadian port.

The Shopping Fortnight was opened by the Right Honourable the Viscount Amory of Tiverton on board another visiting ship, HMS Malcolm. Ten stores participated in this promotion and $\frac{1}{2}$ million worth of additional British merchandise was purchased for the event. Two stores have made connections with London buying houses and a third is likely to follow suit, whilst one store has reported sales up by 25 per cent directly attributable to the British Fortnight.

Special features of this promotion included a British display at the St. John's Lions Club Fisheries Exhibition, a London double-decker bus, the premiere showing of the film 'Othello', a fireworks display, a dinner given by the British National Export Council, British travel films and a window dressing competition. Display material and special features for decoration of the shops and stores was supplied by the Board of Trade.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

HM Submarine 'Acheron', which was open to visitors during the British Shopping Fortnight held in St. John's, Newfoundland, late last year.

Food liaison officer for Toronto British Week

CURRENTLY IN London meeting British food manufacturers and Government officers is Mr. John F. D. Sampson, recently appointed Food Liaison Officer for British Week. Based in Toronto, he will co-ordinate the efforts of British food exporters who are taking part in the Week, and his first job will be to look after arrangements in Toronto for the Food Samples Display, April 17-21. Mr. Sampson is on loan from Jackson Newport Foods Company, a division of George Weston Limited, Canada.

Visitors to the British Information Stand at the Hamburg Boat Show.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

British aid to Zambia

THE ZAMBIAN and British Governments have now concluded their series of discussions on the maintenance of the Zambian economy in the circumstances arising from the Rhodesian rebellion. In the course of these discussions representatives of the Zambian and British Governments have studied in detail the many technical and logistical problems arising from Zambia's diversification on her trade and traffic so as to lessen her dependence on Rhodesia for her imports and exports.

Agreement has now been reached whereby the British Government will join with Zambia in the further development of alternative surface routes, and of Zambian fuel and power resources, as a matter of the greatest urgency.

To this end the British Government will provide support up to a total of £13.85 million for a wide range of measures and projects. The bulk of these will concern the development of alternative routes to the East Coast, including utilization of the port and airfield at Mtwara. Other measures include help with the crash development of the new Zambian coal mines at Nkandabwe and Siankondobo and the provision of British heavy transport vehicles.

Rumania and Poland

THE Polish press reported the signing of a protocol in Warsaw on December 20 covering the exchange of goods during 1967. The volume of trade in 1967 is expected to increase by about 7 per cent.

Rumanian exports to Poland will include machine tools, diesel electric locomotives of 2,100 h.p., tank trucks, drilling equipment and machinery, industrial fittings, oil products, steel products, chemicals, pharmaceuticals, durable consumer goods and foodstuffs.

Polish exports to Rumania will include metal working machinery, motors, marine engines and equipment, electrical equipment passenger cars, railway passenger coaches and goods trucks, coke, steel products, chemicals, pharmaceuticals, canned fish, beer, textiles, and durable consumer goods. Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 15899/G.

Tunisia and the People's Republic of China

THE TUNISIAN *Journal Officiel* of December 27-30, 1966, announced the renewal for a further year from December 1, 1966, of the trade agreement of 1960 between Tunisia and the People's Republic of China. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449).

Ecuador/East Germany payments agreement

THE SIGNATURE has been reported by HM Embassy in Quito of an agreement between the Central Bank of Ecuador and the Deutsche Notenbank of Berlin.

The Agreement provides that the Central Bank of Ecuador and the Deutsche Aussenhandelsbank AG of Berlin will open dollar accounts to facilitate trade between East Germany and Ecuador. A swing of US $3 million will be allowed, which can be exceeded by US $500,000 for periods not longer than six months; should this excess last for more than six months the creditor can demand payment in US dollars or another mutually agreed currency.

The Agreement is valid until December 31, 1967, but will remain in force for subsequent periods of one year unless renounced.

Lists of goods which it is proposed to exchange under the Agreement are annexed to it, but these may be modified by mutual consent.

Further details about this notice may be obtained from Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 474 or 476).

Hints to businessmen visiting Ceylon, Guatemala and Nicaragua

REVISED EDITIONS of the booklets on Ceylon, Guatemala and Nicaragua have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Mail to United States

THE United States entry in the Post Office Guide has been amplified as follows:

> 'It is most important that if the Zip Code number is known, it should appear in the address of all postal packets, following the name of the state of destination, for example, BOSTON, MASS. 02100. This will help to ensure a quicker delivery in the United States.'

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Exts. 2479/2480).*

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.†**

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

Postmaster Generals Department, Melbourne:
(25/67) Radio Equipment. March 7. E.S.B. 4501/67.*
(25/67) Radio Relay Equipment. May 9. E.S.B. 4505/67.*
(25/67) Control and Metering Equipment. March 2. E.S.B. 4119/67.*
State Electricity Commission of Victoria:
(25/67) Capacitor Banks. March 20. E.S.B. 4535/67.*
(25/67) Mainline Conveyor. (Further Information.) Closing date postponed to 3 p.m. on March 6. E.S.B. 48894/66.*

BURMA

(23/67) Bitumen; Roofing Felt for Defence Department. February 25. E.S.B. 3613/67.*
Myanma Export Import Corporation:
(23/67) Generating Sets. April 3. E.S.B. 3594/67.
(23/67) Bicycle Parts. March 30. E.S.B. 3642/67.*
People's Oil Industry:
(23/67) Aircraft Fuel Dispenser. April 15. E.S.B. 3583/67.*
(23/67) Belting. March 31. E.S.B. 3585/67.*
(22/67) Builders Materials for People's Pearl and Fishery Board. March 6. E.S.B. 3591/67.*
(23/67) Teleprinter Paper and Tape for Post and Telecommunications Stores. March 1. E.S.B. 3615/67.
Steel Mill:
(21/67) Stator Winding Tool. February 28. E.S.B. 3591/67.*
(21/67) Miscellaneous Electrical Equipment. February 28. E.S.B. 3592/67.*
(25/67) Wheel Turning Lathe for Union of Burma Railway Board. February 28. E.S.B. 4506/67.*

CEYLON

(22/67) Air Compressors for Colombo Port Commission. (Further Information.) Tender documents now available. E.S.B. 3517/67.*
(25/67) Caustic Soda for Paranthan Chemicals Corporation. February 25. Tender notice available. E.S.B. 4534/67.*
(25/67) Transceivers for Port (Cargo) Corporation. March 21. E.S.B. 4532/67.
(26/67) First Aid Boxes with Equipment for Ceylon Government Railway. February 22. E.S.B. 4511/67.
(26/67) Air-Conditioning Plants for Tender Board, Department of Government Electrical Undertakings. March 27. E.S.B. 4514/67 and E.S.B. 4515/67.

COLOMBIA

Instituto Colombiano de la Reforma Agraria:
(21/67) Construction of Civil Works. March 20. E.S.B. 3671/67.
(22/67) Construction Project. (Further Information.) Tender documents (in Spanish) now available. E.S.B. 2724/67.*
Instituto de Fomento Muncipal:
(22/67) Generating Plants. March 2. E.S.B. 3680/67.*
(22/67) Generating Plant. February 27. E.S.B. 3681/67.*

CYPRUS

(26/67) Sprayers and Dusters for Department of Agriculture. February 25. E.S.B. 4576/67.*
Treasury:
(26/67) Wax Foundation Sheets. February 25. E.S.B. 4573/67.*
(26/67) Seed Drills. February 25. E.S.B. 4574/67.*

FORMOSA

Central Trust of China:
(21/67) Lightning Arresters. February 22. E.S.B. 3550/67.*
(22/67) Gauges. February 27. E.S.B. 3504/67.*
(22/67) Geophone. February 27. E.S.B. 3505/67.*
(22/67) Hydraulic Jack. February 24. E.S.B. 3510/67.*
(22/67) Vehicle Spare Parts. February 24. E.S.B. 3511/67.*
(22/67) Milling Machine. February 24. E.S.B. 3512/67.*
(22/67) Fuel Oil Flow Meters. February 24. E.S.B. 3514/67.*
(22/67) Dish Sample Grinder. February 23. E.S.B. 3515/67.*
(22/67) Ultrasonic Flaw Detector. February 24. E.S.B. 3506/67.*
(22/67) Diethylene Glycol. February 24. E.S.B. 3507/67.*
(22/67) Terminal Connectors. February 23. E.S.B. 3509/67.*
(22/67) Piping and Tubing Materials. February 23. E.S.B. 3513/67.*
(22/67) Oil and Gas Burners. February 27. E.S.B. 3543/67.*
(22/67) Lift Clamps. February 22. E.S.B. 3545/67.*
(23/67) Alloy Steel Tubes and Fittings. February 24. E.S.B. 3544/67.*
(23/67) Gas Detection Equipment. February 23. E.S.B. 3548/67.*
(23/67) Drill Bits. February 22. E.S.B. 3551/67.*
(23/67) Cation Exchange Resins. February 24. E.S.B. 3553/67.*
(25/67) Steel Channel. February 24. E.S.B. 4188/67.*
(25/67) Centrifugal Pumps. March 10. E.S.B. 4189/67.*
(26/67) Transparent Cellulose Film. March 4. E.S.B. 4187/67.*
(26/67) Lifting Jacks. March 3. E.S.B. 4190/67.*

FRANCE

(22/67) Vehicles for SHAPE. March 1. E.S.B. 3672/67.*

GERMANY, FEDERAL REPUBLIC OF

(24/67) Fuel Oil for Wasser-und Schiffahrtsamt Hamburg. Closing date not stated. E.S.B. 4159/67.
(25/67) Tyres and Tubes for Headquarters Northag/Twoataf. March 1. E.S.B. 4178/67.*

GREECE

(22/67) Teletype Paper and Tape for Director General of Procurements. (Further Information.) Tender repeated and postponed to March 1. E.S.B. 41589/66.*
Public Power Corporation of Athens:
(22/67) Nails, Threaded. March 10. E.S.B. 3623/67.
(22/67) Artificial Earthing Apparatus. March 1. E.S.B. 3649/67.
(22/67) Testing Apparatus. February 22. E.S.B. 3655/67.
(22/67) Transformer. February 27. E.S.B. 3656/67.*
(22/67) Metal Cutting Shears. February 23. E.S.B. 3665/67.
(22/67) Elevator. February 22. E.S.B. 3666/67.
(22/67) Compressor. March 2. E.S.B. 3669/67.
(23/67) Gas Turbine Generator. March 28. E.S.B. 3670/67.
(24/67) Transmission Line and Equipment. Closing date postponed to November 9. E.S.B. 46175/66.

HONG KONG

Government Stores Department:
(24/67) Stainless Steel Sheets. March 3. E.S.B. 4162/67.*
(24/67) X-ray Films and Chemicals. February 24. E.S.B. 4163/67.*

ICELAND

(25/67) Remote Control System for Reykjavik Purchasing Centre. March 7. E.S.B. 4200/67.*

INDIA

Atomic Energy Establishment:
(22/67) X-ray Focusing Camera. February 22. Tender documents now available. E.S.B. 3368/67.
(23/67) Microphotometer. February 22. E.S.B. 3690/67.
(23/67) Photographic Spectograph. February 22. E.S.B. 3691/67.
(23/67) Spectroscopic Exitation Unit. February 23. E.S.B. 3692/67.
(23/67) Pressure Control System. February 23. E.S.B. 3693/67.
(23/67) Probing System. February 24. E.S.B. 3694/67.
(22/67) Steel Wire for Government of Mysore. March 14. E.S.B. 3677/67.*
(23/67) Workshop Tools for Hindustan Teleprinters Ltd. March 10. E.S.B. 3683/67.*
(22/67) Transmission Line Equipment for Hydro-Electric Construction Projects. (Further Information.) Tender documents now available. E.S.B. 2788/67.*
(22/67) Tanker Trailer for Madras Port Trust. (Further Information.) Tender documents now available. E.S.B. 2172/67.
Maharashtra State Electricity Board:
(21/67) Transformers. (Further Information.) E.S.B. 2187/67.*
(22/67) Insulators; Disc. (Further Information.) Tender documents now available. E.S.B. 3321/67.*
(22/67) Steel Plates for Ministry of Railways. (Further Information.) Tender documents now available. E.S.B. 2748/67.*
(24/67) Transformers for Orissa State Electricity Board. March 28. E.S.B. 4199/67.
(22/67) Water Pumps for West Bengal State Electricity Board. February 27. E.S.B. 3559/67.

IRAN

(23/67) Medicine Bottles for Workers Social Insurance Organization. Closing date not known. E.S.B. 4126/67.

IRAQ

Central Foreign Purchasing Board:
(26/66) Medical Supplies. March 26. E.S.B. 4583/67.
(26/67) Anti-Tuberculosis Chemotherapy. March 12. E.S.B. 4584/67.
(26/67) Mortuary Refrigerator. April 2. E.S.B. 4585/67.
(24/67) Gamma Isomer Benzene Hexachloride for Director General of Animal Resources and Veterinary Services. February 23. E.S.B. 4147/67.
(22/67) Antibiotics for General Drugs Establishment. February 28. E.S.B. 3564/67.*
(26/67) Metal Tubes for Government Oil Refineries Administration. (Further Information.) Tender documents now available. E.S.B. 3561/67.*
Ministry of Agriculture:
(22/67) Transformers. March 1. E.S.B. 3565/67.*
(26/67) Tractor. March 1. Tender documents now available. E.S.B. 4586/67.
(22/67) Printers' Paper and Supplies for Ministry of Finance. March 12. E.S.B. 3566/67.*

†**The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:— **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Ministry of Municipalities and Works:
(23/67) Construction of Water Supply Scheme. February 28. E.S.B. 2422/67.*
(24/67) Steel Poles. (Further Information.) Tender documents now available. E.S.B. 2421/67.*
(24/67) Electrical Cables for Ministry of Oil. February 28. E.S.B. 4150/67.
Posts, Telegraphs and Telephones Administration:
(25/67) Telephone Cables Outside Plant. (Further Information.) E.S.B. 3328/67.
(25/67) Telephone Cables Outside Plant. (Further Information.) E.S.B. 3329/67.

IRISH REPUBLIC

(25/67) Construction of Bridge for Galway County Council. March 8. E.S.B. 4195/67.
(23/67) Water Treatment Plant for Wicklow County Council. February 24. E.S.B. 4125/67.

JAMAICA

(25/67) Feedwater Heater and Evaporator for Stone & Webster Engineering Corporation. February 23. E.S.B. 4502/67.*

KENYA

(22/67) School Equipment for Government of Kenya. March 14. E.S.B. 3696/67.

LEBANON

(24/67) Rubber Railchairs for Lebanese State Railways. February 22. E.S.B. 4113/67.*

LIBYA

(21/67) Cable and Joint Boxes for Electricity Corporation. February 27. E.S.B. 3605/67.
(21/67) College Construction for Ministry of Education. March 6. E.S.B. 3618/67.

MALAWI

(21/67) Road Construction for Ministry of Works and Supplies. March 31. E.S.B. 4651/67.

MALAYSIA

(22/67) Vehicles for Royal Malaysia Police Headquarters. March 14. E.S.B. 3601/67.*
(23/67) Pipes and Fittings for Public Works Department. March 6. E.S.B. 3628/67.*
(23/67) Cable and Sub-Station Equipment for Sarawak Electricity Supply Corporation. March 13. E.S.B. 3668/67.

MALTA

Director of Contracts:
(22/67) Electro-Submersible Pumps. March 1. E.S.B. 3568/67.*
(26/67) Cardboard. March 15. E.S.B. 4527/67.*
(26/67) Marine Diesel Engines. March 1. E.S.B. 4526/67.*
(22/67) Pharmaceuticals for Treasury. March 1. E.S.B. 3569/67.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(22/67) Builders Hardware. March 7. E.S.B. 3539/67.
(22/67) Drilling Machine Spare Parts. March 16. E.S.B. 3540/67.

NEW ZEALAND

General Post Office, Wellington:
(25/67) Repp. March 2. E.S.B. 4508/67.*
(25/67) Potentiometers and Resistors. March 3. E.S.B. 4509/67.*
(25/67) Galvanized Steel Wire. March 2. E.S.B. 4510/67.*
(23/67) Nylon Taffeta for Ministry of Works. March 13. E.S.B. 3682/67.*
Municipal Electricity Department:
(23/67) Insulated Underground Cable. February 27. E.S.B. 3567/67.*
(26/67) Mobile Crane for New Zealand Railway. February 22. E.S.B. 4507/67.*
(25/67) Road Sweeper for Timaru City Council. March 3. E.S.B. 4117/67.*

PAKISTAN

(26/67) Survey Instruments for Director of Supply. March 11. E.S.B. 4552/67.*

PARAGUAY

(22/67) Broadcasting Station for Administracion Nacional de Telecomunicaciones. May 5. Tender documents (in Spanish) available. E.S.B. 3631/67.*

PHILIPPINES

(22/67) Wire, Conductor for National Power Corporation. February 28. E.S.B. 3537/67.*

SAUDI ARABIA

(21/67) Technical Equipment for Ministry of Defence and Aviation. March 6. E.S.B. 3611/67.
(21/67) Broadcasting Link for Ministry of Information. March 7. E.S.B. 3609/67.

SOUTH AFRICA

Cape Provincial Tender Board:
(22/67) Motor Cars. February 17. E.S.B. 3382/67.*
(22/67) Motor Van. February 24. E.S.B. 3386/67.*
(22/67) Motor Cars. February 24. E.S.B. 3387/67.*
(26/67) Bedding. February 28. E.S.B. 4172/67.
(26/67) Sterilizer-Cooler. February 24. E.S.B. 4175/67.*
(26/67) Hospital Supplies. February 24. E.S.B. 4171/67.*
(26/67) Wrapping Paper. February 24. E.S.B. 4177/67.*
State Tender Board:
(23/67) Intercommunication System. March 8. E.S.B. 4134/67.*
(23/67) Plastic Syringes. March 8. E.S.B. 4135/67.*
(26/67) Spectrometer. February 27. E.S.B. 4564/67.*
City Council of Pretoria:
(25/67) Single Deck Buses. (Further Information.) Closing date postponed to February 23. E.S.B. 1122/67.*
(25/67) Buses. (Further Information.) Closing date postponed to February 23. E.S.B. 1123/67.*
(25/67) Motor Buses. (Further Information.) Closing date postponed to February 23. E.S.B. 1124/67.*

SUDAN

(25/67) Chipboard for Ministry of Works. February 22. E.S.B. 4544/67.*

SYRIAN ARAB REPUBLIC

Posts and Telecommunications Establishment:
(22/67) Automatic Telegraph Network. (Further Information.) Closing date postponed February 22. E.S.B. 40432/66.*
(26/67) Telephone Cable. Closing date not known. Tender documents now available. E.S.B. 4179/67.

THAILAND

State Railways:
(24/67) Copper Pipe. March 8. E.S.B. 4181/67.
(24/67) Fork Lift Trucks. March 9. E.S.B. 4182/67.
(23/67) Cable Terminal Materials for Telephone Organization of Thailand. February 23. E.S.B. 4129/67.

TURKEY

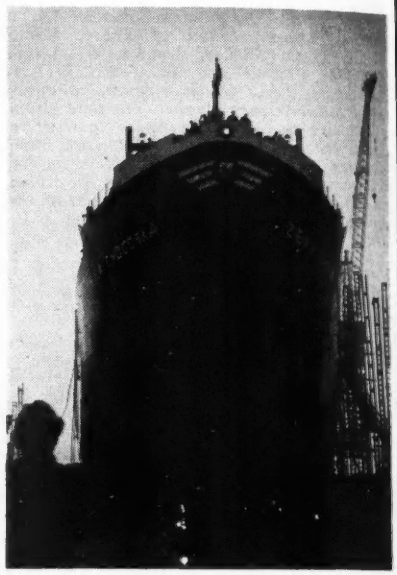
(25/67) Tractor-Loaders for Ground Forces Command. February 27. E.S.B. 4166/67.*
Turkish Maritime Bank:
(23/67) Zinc Oxide. February 23. E.S.B. 3606/67.*
(25/67) Zinc. February 27. E.S.B. 4504/67.*

URUGUAY

Ministry of Public Health:
(23/67) Haemotherapy Material. February 28. E.S.B. 3637/67.
(23/67) Cobalt 60 Equipment. February 28. E.S.B. 3638/67.
The State Oil and Alcohol Monopoly:
(25/67) Medicinal Products. February 24. E.S.B. 4549/67.
(26/67) Motor Pumps. March 7. E.S.B. 4546/67.
(26/67) Water Meters for Municipality of Montevideo. February 23. E.S.B. 4550/67.

ZAMBIA

Central Supply and Tender Board:
(25/67) Steel Fencing Materials. March 3. E.S.B. 4537/67.*
(25/67) Methylated Spirit; Alcohol. March 3. E.S.B. 4538/67.*



The 24,150 ton deadweight Polish bulk carrier MV 'Ziemia Bydgoska' which is being built for the Polish Steamship Company, was launched on January 12 at Smith's Dock Co. Ltd., South Bank-on-Tees, Middlesbrough by Mrs. Jerzy Morawska, the wife of His Excellency The Polish Ambassador. The 'Ziemia Bydgoska' is the first of two similar ships of a contract valued at approximately £3 million.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page viii of January **20** *issue.)*

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Aden
(25/67) Inquiry for cigarettes, cigars and tobacco; smokers' requisites; stationery sundries. E.S.B. 5103/67.

Australia
(23/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 4409/67.
(24/67) Agency inquiry for industrial plant. E.S.B. 4488/67.
(26/67) Agency inquiry for giftware; toiletries. E.S.B. 5358/67.
(21/67) Manufacture under licence – packaging machinery. E.S.B. 1680/67.
(23/67) Manufacture under licence – mineral processing machinery. E.S.B. 4410/67.
(25/67) Inquiry for hydraulic equipment. E.S.B. 5166/67.

Austria
(22/67) Agency inquiry for medical supplies. E.S.B. 4296/67.

Bahamas
(25/67) Inquiry for clothing; costume jewellery. E.S.B. 3466/67.

Barbados
(24/67) Agency inquiry for linoleum; metal bedsteads; zinc sheets. E.S.B. 5154/67.

Belgium
(22/67) Inquiry in respect of constructional projects. E.S.B. 4283/67.

Canada
(25/67) Agency inquiry for material handling equipment; truck supplies. E.S.B. 5245/67.
(21/67) Inquiry for trailing axles; truck body accessories. E.S.B. 4413/67.
(22/67) Inquiry for footwear; rainwear; women's outerwear. E.S.B. 4203/67.
(22/67) Inquiry for manila yarn. E.S.B. 4078/67.
(23/67) Inquiry for brakes; gearboxes; wheels. E.S.B. 3484/67.
(23/67) Hotel accommodation during the Universal and International Exhibition (EXPO '67), Montreal. E.S.B. 848/67.
(25/67) Inquiry for handbag frames, locks and ornaments. E.S.B. 516/67.

Ceylon
(25/67) Inquiry for road materials testing equipment. E.S.B. 3133/67.

Cyprus
(22/67) Agency inquiry in respect of hire purchase finance houses. E.S.B. 45744/66.

†**For details on the Export Service Bulletin see page 385.**

Fiji
(24/67) Inquiry for band saw mill. E.S.B. 5084/67.
(25/67) Inquiry for slacks. E.S.B. 5403/67.

Finland
(23/67) Inquiry for cotton shirt fabrics. E.S.B. 4656/67.

France
(22/67) Agency inquiry for saw blades. E.S.B. 4716/67.
(23/67) Agency inquiry for electronic components. E.S.B. 4772/67.
(24/67) Agency inquiry for clothing; domestic goods; sports goods; toys. E.S.B. 4997/67.
(25/67) Agency inquiry for paper. E.S.B. 5506/67.
(25/67) Agency inquiry for sanitary equipment. E.S.B. 5240/67.

Germany, Federal Republic of
(23/67) Agency inquiry for steel tubes and parts. E.S.B. 46671/66.
(23/67) Agency inquiry for leather; textile linings. E.S.B. 5011/67.
(25/67) Agency inquiry for perforated plate; wire. E.S.B. 5402/67.
(21/67) Inquiry for brass blocks. E.S.B. 4608/67.
(22/67) Inquiry for liquorice sticks. E.S.B. 4721/67.
(23/67) Manufacture under licence – cold forged products. E.S.B. 33025/66.
(23/67) International schools exhibition. E.S.B. 42440/66.
(24/67) Inquiry for self-adhesive letters. E.S.B. 5182/67.

Greece
(24/67) Agency inquiry for chemicals; piece-goods; natural and synthetic fibres; waxes. E.S.B. 5053/67.

India
(25/67) Inquiry for cigarette testing machines and equipment. E.S.B. 4985/67.

Iran
(24/67) Agency inquiry for boilers; radiators. E.S.B. 5139/67.
(24/67) Agency inquiry for cable, electrical equipment and insulators. E.S.B. 5091/67.

Israel
(22/67) Agency inquiry for rivets. E.S.B. 4735/67 and E.S.B. 43499/66.
(25/67) Agency inquiry for foot measuring equipment. E.S.B. 7566/65.
(22/67) Inquiry for gluing machine. E.S.B. 4028/67.
(24/67) Inquiry for safety equipment. E.S.B. 40949/66.
(26/67) Inquiry for agitators; liquid mixers. E.S.B. 49307/66.

Italy
(21/67) Agency inquiry for clothing. E.S.B. 4437/67.
(24/67) Agency inquiry for abrasive belts. E.S.B. 5057/67.
(24/67) Agency inquiry for textile machinery and accessories; textile raw materials. E.S.B. 5195/67.
(25/67) Agency inquiry for chemicals. E.S.B. 5325/67.
(25/67) Agency inquiry for explosives and fireworks; fishing tackle; sports goods; tools. E.S.B. 5183/67.
(25/67) Agency inquiry for knitwear. E.S.B. 5368/67.
(25/67) Agency inquiry for metals; steel. E.S.B. 4692/67.
(25/67) Agency inquiry for motor car supplies. E.S.B. 5375/67.
(25/67) Agency inquiry for pharmaceutical products. E.S.B. 4675/67.
(23/67) Certificates of origin.

Italy/Poland
(23/67) Trade Agreement. C.R.E. 1902 G.

Jamaica
(25/67) Inquiry for injection moulding machines. E.S.B. 5013/67.

Jordan
(22/67) Inquiry in respect of hotel construction project. E.S.B. 4647/67.

Kenya
(23/67) Agency inquiry for record players. E.S.B. 4828/67.
(23/67) Inquiry for carpet making machinery. E.S.B. 4359/67.

Luxembourg
(22/67) Inquiry for diaries. E.S.B. 47672/66.

Malaysia
(22/67) Inquiry for wire netting. E.S.B. 4416/67.

Malta
(23/67) Agency inquiry for agricultural machinery, horticultural machinery; picks. E.S.B. 4992/67.
(24/67) Agency inquiry for confectionery; foodstuffs; toiletries. E.S.B. 5056/67.

Mexico
(24/67) Agency inquiry for mechanical handling equipment. E.S.B. 3092/67.

Morocco
(22/67) Inquiry for public address equipment. E.S.B. 4618/67.

North America
(23/67) Department store buyers' visits. E.S.B. 4763/67.

New Zealand
(25/67) Inquiry for electric saws. E.S.B. 5392/67.

Pakistan
(24/67) Agency inquiry for metals. E.S.B. 4496/67.
(26/67 Inquiry for rifle manufacturing machinery. E.S.B. 5365/67.

Poland
(23/67) Inquiry for machinery and equipment. E.S.B. 24538/66.

South Africa
(22/67) Agency inquiry for calendars. E.S.B. 45280/66.

Sweden
(24/67) Agency inquiry for leather gift articles. E.S.B. 5138/67.
(21/67) Inquiry for transistors; valves. E.S.B. 4274/67.
(23/67) Manufacture under licence in Britain – cranes. E.S.B. 4044/67.
(26/67) Inquiry for hat linings. E.S.B. 10902/66.

Switzerland
(22/67) Agency inquiry for interlinings; piece-goods. E.S.B. 24553/66.
(23/67) Inquiry for condensers; transistors; TV tubes; valves. E.S.B. 4812/67.

Tunisia
(25/67) Inquiry for jams and preserves. E.S.B. 5081/67.

United States of America
(21/67) Agency inquiry for chemicals; metals. E.S.B. 4713/67.
(21/67) Inquiry for tape. E.S.B. 4697/67.
(22/67) Inquiry for tractor parts. E.S.B. 4771/67.
(24/67) Inquiry for antibiotics; chemicals; medical products; pharmaceuticals; veterinary products. E.S.B. 4924/67.
(24/67) Manufacture under licence in Britain – transmission equipment. E.S.B. 3960/67.
(25/67) Inquiry for castings; forgings; high tensile steel. E.S.B. 4880/67.
(25/67) Inquiry for electric fans. E.S.B. 5238/67.
(25/67) Inquiry for leather desk accessories. E.S.B. 4361/67.
(26/67) Inquiry for electronic components; fans; motors; power tools; waste disposal unit; wind direction instruments. E.S.B. 4368/67.
(26/67) Inquiry for kitchen ware. E.S.B. 5293/67.
(26/67) Inquiry for wire stands. E.S.B. 5469/67.

Vietnam
(25/67) Inquiry for confectionery. E.S.B. 48526/66.
(25/67) Inquiry for synthetic fibre fabrics. E.S.B. 48147/66.

Yugoslavia/Albania
(23/67) Trade protocol: 1967. C.R.E. 11020/G.

Yugoslavia/Austria
(23/67) Trade arrangements. C.R.E. 5139/G.

Yugoslavia/Hungary
(23/67) Trade protocol: 1967. C.R.E. 5344/G.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
81/66	On special measures concerning the refund on exports of malt to third countries	5d. (8d.)
83/66	Laying down the amount of the levies in relation to third countries on pigs, pigmeat and pigmeat products for imports effected during the third quarter of 1966	1s. 6d. (1s. 9d.)
86/66	To amend the nomenclature in respect of certain pigmeat products as given in Annex II to Regulation No. 96/63	1s. (1s. 3d.)
88/66	Amending the additional amount of levy on farmyard poultry eggs in shell	5d. (8d.)
90/66	Fixing reference prices for lemons	5d. (8d.)
92/66	Laying down standard coefficients to be applied to cuts, preparations and preserves of pigmeat for calculating refunds on exports to third countries in respect of the period from July 1, 1964, to June 30, 1965	1s. (1s. 3d.)
112/66	Authorizing the Federal Republic of Germany to take intervention measures during 1966 with a view to permitting bovine animals to be imported from Denmark	5d. (8d.)
114/66	Continuing the terms of validity of the Council's Regulation No. 88/65 in respect of refunds on exports to third countries in the pigmeat, egg and poultry meat sectors	5d. (8d.)

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of January 20 issue.

Suspension of intra-Community duties on certain tropical goods

THE *Journal Officiel des Communautés Européennes* of January 19, 1966 contained the text of a Decision No. 67/40 of December 7, 1966 taken by the representatives of the Governments of the European Economic Community met in Council to totally suspend the duties applying among themselves for the following goods. The suspensions are to last from January 1, 1967 to December 31, 1967. The Decision was taken in accordance with the arrangements contained in the convention of Association between the EEC and the African and Malagasy States.

Tariff No.	Description of Goods
ex 08.01 D	Cashew nuts.
ex 09.04 A II (c)	Pimento of the genus capsicum, not crushed or ground, other.
ex 09.04 B	Pimento of the genus capsicum, crushed or ground.

Suspension of import duties on certain spices and certain sports goods

THE *Journal Officiel des Communautés Européennes* of January 19, 1967 contains the text of a Decision No. 67/38 of December 7, 1966 taken by the Council of the European Economic Community to temporarily reduce or suspend totally during 1967 the Common Tariff applicable to the items listed below. The reduction and suspensions are shown in the list. The same *Journal* contains the text of a Decision No. 67/41 taken by the representatives of the governments of the Member States met in Council, to align their national tariffs on the Common Tariff as amended by the Decision No. 67/38 (with the exception of item 15.07 B I (a) 2 Castor oil for other uses).

Tariff No.	Description of Goods	Duty
ex 08.01 D	Cashew nuts	2·5%
ex 09.04 A II (c)	Pimento of the genus capsicum, not crushed or ground, other	10%
ex 09.04 B	Pimento of the genus capsicum, crushed or ground	12%
ex 09.08 A II (b)	Cardamoms not crushed or ground	Total Suspension
ex 09.08 B	Cardamoms crushed or ground	Total Suspension
ex 09.09 A III (b)	Coriander seeds not crushed or ground	Total Suspension
ex 09.09 B II	Coriander seed crushed or ground	Total Suspension
09.10 D I (b)	Ginger in the form of whole root, pieces or slices, other	Total Suspension
09.10 D II	Ginger imported in other forms	Total Suspension
ex 09.10 E II	Curry powder and paste	Total Suspension
13.02 A II	Bleached shellac	Total Suspension
15.07 B I (a) 2	Castor oil for other use	7%
ex 15.07 B I (b) 1	Tobacco seed oil, crude	Total Suspension
ex 15.07 B I (b) 2	Tobacco seed oil, other	Total Suspension
ex 20.01	Mango chutney	Total Suspension
ex 20.04	Ginger preserved by sugar	Total Suspension
ex 20.06 B II (a)	Ginger prepared or preserved without alcohol with sugar added, in immediate packing of a net capacity of more than 1 kg.	Total Suspension
ex 20.06 B II (b)	Ginger prepared or preserved, without alcohol with sugar added, in immediate packing of a net capacity of less than 1 kg.	Total Suspension
ex 21.04	Mango chutney sauce	Total Suspension
ex 97.06	Articles for cricket and polo	Total Suspension

Suspension of import duties on tea and tropical hardwoods

THE *Board of Trade Journal* of January 13, 1967, contained details of the exchange of letters between the United Kingdom and the EEC extending the arrangements for the simultaneous suspension of import duties on tea and tropical hardwoods (tariff headings 09.02, 09.03, 44.03, 44.04 and 44.05). The Decisions bringing these arrangements into effect in the Member States of the EEC were published in the *Journal Officiel des Communautés Européennes* of January 19, 1967, the Decision No. 67/37 of December 7, 1966, authorizes the suspension of the Common Customs Tariff for the items concerned and Decision No. 67/42 of December 7, 1966, records the agreement of the Member States to apply the suspension in their national tariffs.

FRANCE

Minimum price regime for fish

THE FRENCH *Journal Officiel* of January 29 announced that imports of the fish listed below, from all countries other than those of the European Economic Community, may not be effected during the period listed except under the minimum price procedure laid down in a general notice to importers dated July 29, 1962.

The conditions pertaining in this case are as follows:

Tariff No.	Product	Minimum price per quintal	Period of application
Average price recorded at the fish market auctions at Douarnenez and Boulogne-sur-Mer			
03.01 B I ex a	Mackerel, fresh, chilled or frozen, whole, headless or sliced.	72	From Feb. 1, 1967, to Oct. 31, 1967
Price recorded at the fish market auction at Boulogne-sur-Mer:			
03.01 B I ex a	Herrings, fresh, chilled or frozen, whole, headless or sliced (1).	(1)	From Aug. 1, 1967, to Feb. 15, 1968
03.01 B I ex c	Cod, fresh, chilled or frozen, whole, headless or sliced.	82	From Feb. 1, 1967, to Jan. 31, 1968
03.01 B I ex c	Black pollack, fresh, chilled or frozen, whole, headless or sliced.	72	From Feb. 1, 1967, to Jan. 31, 1968

(1) The product and the reference price will be fixed at a later date.

Import certificates on form AV will be valid for a period of four days, including the day on which the visa is affixed.

Vivas will be granted only to holders of licences for imports of salt-water fish, fresh, chilled or frozen, within quotas laid down in trade agreements or the import programmes.

The full text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

Amendment to a previous notice

THE French *Journal Officiel* of January 20 published an amendment to the notice for imports of garlic published in the *Board of Trade Journal* of January 27, page 224.

Line 4 should now read: for the period February 16, 1967, to April 30, 1967.

Global quotas for molasses

THE French *Journal Officiel* of January 20 referred to a previous notice published June 26, 1966, announcing the opening of a quota for the import of molasses (Tariff No. 17.03) originating in and imported from all countries, and stated that the closing date is extended to March 31, 1967. Licences issued after September 30, 1966, will be valid to end March, 1967.

Importers wishing to have licences altered may apply to the *direction generale des douanes et droits indirects (division des autorisations commerciales), 8 rue de la Tour-des-Dames, Paris, 9e.*

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Hillgate House, Room E.13, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

Import regulations for calculating and statistical machines

THE French *Journal Officiel* of February 3 announced that the following goods originating in and imported from ex OEEC countries, the United States and Canada now require technical visas.

Tariff No.	Description
84.52 A I	Electronic calculating machines.
84.53	Statistical machines operated in conjunction with punched cards.

Technical visas will be granted by *la direction des industries mecaniques, electriques et electroniques du ministère de l'industrie, 22 avenue Franklin-Roosevelt, Paris, 8e.*

Applications should be made on form AV and importers must provide two copies of pro-forma invoices giving full technical descriptions of imports.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Hillgate House, Room E.13, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480.)

SPAIN

Customs tariff

IN THE *State Gazette* of January 30, the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff Heading	Description	Definitive Duty	Transitory Duty
29.02 A 10	Trichloroethylene and perchloroethylene	25%	25%
29-06 A 7	Other phenols and their salts	25%	18%
29-06 B	Phenol-alcohols and their salts	20%	13%
70-20 B	Continuous textile glass fibre in thread, sliver, roving or any other form:		
1	Cut thread and bundles of thread	20%	11%
2	Other	20%	1%
C	Discontinuous textile glass fibre in thread, sliver, roving or any other form.	20%	11%
D	Felts of thread glass	20%	11%
84-10 F	Motor pumps:		
2 a	Multicellular centrifugal machines of more than 100 h.p. (except submersible electric pumps)	30%	1%
b	Other	40%	23%
84-33	Paper or paperboard cutting machines of all kinds, other machinery for making up paper pulp, paper or paperboard:		
L	Other	40%	23·5%
M	Parts	40%	23·5%
84-35 C 4 b 2	Offset printing machines for printing paper or paperboard, multi-coloured:		
a	With a printing surface of less than or equal to 90 cm. x 130 cm.	25%	13%
b	With a printing surface greater than 90 cm. x 130 cm.	25%	1%
85-24	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes:		
B	Rectangular blocks of amorphous carbon for electrolysis tanks, weight greater than 150 kgs.	35%	1%
C	Other	35%	23·5%

Duties with contingency limits

IN THE *State Gazette* of January 27, the Spanish authorities announced the establishment of a quota of 2,100 tons for the importation of coated paper (Tariff heading 48-07.B1) at a reduced rate of duty for the press, not daily press. This reduction of import duty, from 28 per cent to 18 per cent, will last until the end of July 1967.

FINLAND

Cut in EFTA car duty

THE FINNISH GOVERNMENT have decided to change the 14 per cent revenue duty on cars to a tariff, and reduce it to 7 per cent for EFTA countries and the Soviet Union provided that the Finnish Parliament agrees to increase the internal tax on cars from all sources from 150 per cent to 155 per cent.

The President of the Board of Trade has welcomed this decision. He is confident that British car exporters will take full advantage of the opportunities offered to them.

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ITALY

Assimilation levy on starch and biscuits

A NOTICE CONCERNING rates of levy on starch and biscuits in the *Board of Trade Journal* for February 3 on page 296 stated that these rates were inclusive of Customs duty. This is not correct; the Customs duty is payable in addition to the levy.

GERMANY

Purchase of scientific equipment from United Kingdom

THE GOVERNMENT OF the Federal Republic of Germany, as a means of meeting their obligations under the Anglo-German Agreement for offsetting the foreign exchange expenditure on British forces in Germany, have allocated DM 69 million (£6.2 million approximately) to certain German research institutions for the purchase of scientific equipment from the United Kingdom. In the majority of cases the institutions have already decided what they wish to buy, and British firms will have received orders or have been asked to give quotations.

In order to ensure the full accountability for these transactions under the Offset Agreement, the institutions have been directed by the Federal Ministry of Scientific Research to require British firms or their local agents to certify in writing that the equipment is of British origin and to undertake to repay the purchase price if the transaction is not accepted under the Agreement. British firms or their agents should have no difficulty in this respect; such purchases will be acceptable if (a) they are made by a German public body as defined in Annex I of the Offset Agreement (Cmnd. 2434); the products are genuinely of British origin; and (c) the payments in question cross the exchanges into the United Kingdom by March 31, 1967.

The German Government will ensure that condition (a) above is met; condition (b) is the responsibility of the supplier; and the Federal agency Treuarbeit, which is handling the account on behalf of the German Government, will ensure that condition (c) is met. The institutions have been told by the Federal Ministry of Scientific Research that although payments are being made direct to the British supplier orders may be placed with German agents or subsidiaries in order to ensure such action as local execution of warranty terms and provision of after-sales service. They have, however, specified that if this is done, the institutions must include a clause in the contract that payment will be made to the nominated account of the British supplier in the United Kingdom. It follows that it is for the British supplier to make its own arrangements with its German agent or subsidiary over such matters as the payment of commission.

Inquiries about this notice should be made to the Board of Trade (Commercial Relations and Exports Department), 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2236 or 2307).

ALGERIA

Imports of cheese

THE ALGERIAN *Journal Officiel* of January 3 announced that as from that date all imports of cheese of Tariff Number 04-04 would be the responsibility of GAIRLAC (*Groupement d'Achat d'Importation et de Repartition des Laits de Conserves*) (see *Board of Trade Journal* of December 25, 1964, page 1387).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

ZAMBIA

Import licensing

ON JANUARY 20 the Zambian Minister of Commerce, Industry and Foreign Trade announced new measures to ensure the increased use of Dar es Salaam for Zambian imports.

In order to implement the expanding capacity through and from Dar es Salaam, certain categories of goods will henceforth only be licensed for importation through Dar es Salaam.

The list of commodities which, if they are to be brought in by surface routes, will be compulsorily routed through Dar es Salaam or Tanga, will initially include the following tariff items:

(53) cigars and cigarillos, (54) cigarettes, (51) goorak, etc., (56) snuff, (57) tobacco, manufactured, (58) tobacco, unmanufactured, (61) (1) blankets and rugs, etc., (63) (1) carpets, mats, etc., (64) cheese bandages and caps, (65) clothing, (67) furs, (68) gloves, (69) hats, caps and bonnets, (70) socks and stockings, (71) lace, (73) millinery, drapery, etc., (76) piece goods, knitted or woven, etc., (77) quilts, padded, pillows, cushions, mattresses, etc., (79) shawls, (99) cutlery, (132) perambulators and baby carts, (238) toilet preparations, (239) perfumes, (251) footwear, (252) harness and saddlery, (260) rubber tyres and tubes, (261) rubber tyres, solid, (284) books, (288) playing cards, (298) band instruments and stands, (299) beads, (300) (2) watches, (301) cups, medals, trophies, etc., (302) gold and silverware, (304) jewellery, (307) sporting and athletic goods, and (308) tobacconists' wares.

It is intended that the list will be revised and extended in the light of experience and as the capacity of the route itself expands.

Any inquiries about the above notice should be addressed to CRE Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 2226).

Customs tariff changes

A NOTICE APPEARED in the *Board of Trade Journal* on October 14 notifying United Kingdom exporters of tariff changes in the Zambian Tariff brought about by Amendment (No. 4) Act, 1966, and Amendment (No. 5) Act, 1966.

The Customs and Excise (Amendment) (No. 4) Act, 1966 (Commencement) Order, 1967, published as Zambian Statutory Instrument No. 11 of 1967, states that the Customs and Excise (Amendment) (No. 4) Act, 1966, came into operation on January 10, 1967.

To recapitulate, the (Amendment) (No. 4) Act, 1966, affected changes on:

(a) Tariff item 87(2)	Nails, wire, and
(b) Tariff items 119(2)(b)	Electrical domestic appliances, including vacuum cleaners, floor polishers and food mixers.

and deleted tariff items 306; 309; 312; 314 and 317 from the tariff.

Customs and Excise General Regulations

THE ZAMBIAN Customs and Excise (Rebates, Refunds and Remissions) (General) Regulations, 1967, was published as Statutory Instrument No. 12 on January 16, 1967.

A copy of the Regulations may be inspected on application to the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 469).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967 (No. 25), published as Rhodesia Notice No. 49 of January 27, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

(Britain pays the column B rate of duty)

	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
FIRST SCHEDULE By the insertion of the following item: 'Ex 161 (a) Firebricks, when certified by the Secretary for Commerce and Industry to be of a type not manufactured in Rhodesia *ad val.*	15%	Free	Free	Free'

GHANA

Notices to Importers Nos. 277 and 278

THE GHANA Controller of Imports and Exports announces, in the Ghana *Commercial and Industrial Bulletin* of January 20, the introduction of the following additional Open General Licence to be operative from January 23, 1967:

Open General Licence No. 6: This authorizes the importation of the following commodities:

(a) Coke and semi-coke of coal and their briquettes. (Customs Item No. 321-800).

(b) Chemical element n.e.s., e.g. chlorine and mercury, hydrochloric, sulphuric and nitric acids. (Customs Item Nos. 513-200/310/330/340).

(c) Sulphates, cyanides and other metallic salts and peroxysalts of inorganic acids. (Customs Item Nos. 514-240/310/390).

(d) Pig iron (Customs Item No. 671-200).

Notice to Importers No. 278, published at the same time, announces the following additional items to the list of Restricted Commodities, which was reproduced in the *Board of Trade Journal* of January 13, pages 113-114:

Customs Item No.	Description of commodity
072	Cocoa.
091-310	Lard and other rendered pig fat, rendered poultry fat, not tinned.
422-200	Palm oil.
422-300	Coconut (copra) oil.
629-010	Composition rubber sheets, rubber soles, rubber heels, rubber mats, rubber straps and microporous sheet.
642-110/990	Paper bags, cardboard boxes and other containers of paper or cardboard other than colour printed paper containers.
697-230	Domestic utensils of aluminium.
831-010	Travel goods (travelling bags, dressing cases, suitcases, trunks, shopping bags, haversacks, packs and similar articles) of fibre, artificial leather and canvas.
841-432	Cotton shirts of knitted or crocheted fabrics.
841-433	Shirts of man-made fibres, knitted or crocheted.
841-434	Other shirts of knitted or crocheted fabrics.
891-111/199/222	Gramophone records.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 429, published in the South African *Government Gazette* of February 3, contains applications to the Board of Trade and Industries for increases in duty on:

1. Inlet and exhaust valves for piston type compressors and vacuum pumps, from 5 per cent *ad valorem* (general) and free of duty (United Kingdom and Canada) to 25 per cent *ad valorem* (general) and 20 per cent *ad valorem* (United Kingdom and Canada).
2. The following stainless steel products:
   Ingots (sub-heading 73.15.01.30), slabs and sheet bars (sub-heading 73.15.05.30), universal plates (sub-heading 73.15.57), sheets and plates (sub-heading 73.15.60), coils of any thickness and exceeding 304·8 mm. in width, and circles and other shapes whether cut, thermally cut, sheared or sawn from slabs, plates or sheets of any thickness and exceeding 304·8 mm. in width, from various rates of duty to 30 per cent *ad valorem* (general) and 27 per cent *ad valorem* (in those cases where the United Kingdom is accorded a preference).
3. Transistors (including power and high-frequency transistors), by 10c. each.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference 1, CRE 403/67; 2, CRE 404/67, or 3, CRE 405/67.

Customs tariff change

GOVERNMENT NOTICE R101, published in the Republic of South Africa *Government Gazette* of January 27, amends the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
83.06 By the insertion after sub-heading No. 83.06.10 of the following: 83.06.20 Ornaments of plate or sheet copper, not plated with precious metal . .	No.	20%		

SIERRA LEONE

Import licensing regulation

GOVERNMENT NOTICE No. 28 published in the *Sierra Leone Gazette* dated January 12, amends, with effect from January 5, the list of items for which specific import licences are required (published in the *Board of Trade Journal*, November 4, 1966, page 1160) by the addition of the following items:

Customs Classification	Items
048-411	Cabin bread (Cabin biscuits)
048-490	Pastry, biscuits etc. (excluding fancy biscuits in tins)
899-310	Candles
899-320	Matchets (excluding Bengal Matchets).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

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MALAYSIA

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has announced that, subject to representations made in writing to the Minister of Commerce and Industry before February 25, 1967, it is proposed to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Product
Manufacture of wood, rattan, mengkuang timber and cork products, except furniture and footwear	Timber mouldings

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the product mentioned above should be made in the States of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of tax exemption for a period of from two to five years, depending on the amount of capital investment in Malaya. All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference 1237/G.

Removal of import restrictions

MALAYSIAN GOVERNMENT GAZETTES dated December 29, 1966, and January 5, 1967, publish the following amendments to various Prohibition of Imports Orders, which mean that the goods concerned are no longer subject to specific import licensing.

States of Malaya

Notification P.U.6 dated December 29, 1966, amends the Schedule to the Customs (Prohibition of Imports) (States of Malaya) Order, 1966 by deleting the following item:-

661 300 Marble, worked All countries

Notification P.U. 480 dated December 17, 1966 amends the Schedule to the Customs (Prohibition of Imports) (Principal Customs Area) (No. 4) Order, 1965 by deleting the following item:-

512 220 Isopropyl Alcohol

Notification P.U. 7 dated December 29, 1966, also amends the Schedule to the above Order by deleting the following items:-

682 211 Copper wire, uninsulated, excluding brass wire
684 223 Aluminium slugs, round
692 222 Containers for food or pharmaceutical products, of a capacity not over 80 fluid ounces, of aluminium.
693 120 Stranded wire, cables, cordage, ropes, plaited bands, slings and the like of copper, but excluding insulated electric cables.
Insulated (including enamelled or anodized) electric wire, cable, bars, strips and the like (including coaxial cable) whether or not fitted with connectors:
723 101 telephone or telegraph not submarine, plastic insulated
723 102 telephone or telegraph not submarine, other
723 104 other, rubber insulated
723 105 other, plastic insulated
723 109 other

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Penang

Notification P.U. 481 dated December 17, 1966, amends the Schedule to the Customs (Prohibition of Imports and Movement) (Penang) (No. 3) Order, 1965 by deleting the following item:-

512 220 Isopropyl Alcohol

Notification P.U. 8 dated December 29, 1966, also amends the Schedule to the above order by deleting the following items:-

682 211 Copper wire, uninsulated, excluding brass wire
684 223 Aluminium slugs, round
692 222 Containers for food or pharmaceutical products, of a capacity not over 80 fluid ounces, of aluminium
693 120 Stranded wire, cables, cordage, ropes, plaited bands, slings and the like of copper, but excluding insulated electric cables.
Insulated (including enamelled or anodized) electric wire, cable, bars, strips and the like (including coaxial cable) whether or not fitted with connectors:
723 101 telephone or telegraph not submarine, plastic insulated
723 102 telephone or telegraph not submarine, other
723 104 other, rubber insulated
723 105 other, plastic insulated
723 109 other

Sabah

Notification P.U. 482 dated December 17, 1966, amends the Schedule to the Customs (Prohibition of Imports) (Principal Customs Area) (No. 3) Order, 1965 by deleting the following item:-

512 220 Isopropyl Alcohol

Notification P.U. 9 dated December 29, 1966, also amends the Schedule to the above Order by deleting the following items:-

684 223 Aluminium slugs, round
692 222 Containers for food or pharmaceutical products, of a capacity not over 80 fluid ounces, of aluminium.

Labuan

Notification P.U. 484 dated December 17, 1966, amends the Schedule to the Customs (Prohibition of Imports and Movement) (Labuan) (No. 3) Order, 1965, by deleting the following item:-

512 220 Isopropyl Alcohol

Notification P.U. 10 dated December 29, 1966, also amends the Schedule to the above Order by deleting the following items:-

684 223 Aluminium slugs, round
692 222 Containers for food or pharmaceutical products, of a capacity not over 80 fluid ounces, of aluminium.

Sarawak

Notification P.U. 484 dated December 17, 1966, amends the Schedule to the Customs (Prohibition of Imports) (No. 3) Order, 1965 by deleting the following item:-

512 220 Isopropyl Alcohol

Notification P.U. 11 dated December 29, 1966, also amends the Schedule to the above order by deleting the following items:-

684 223 Aluminium slugs, round
692 222 Containers for food or pharmaceutical products, of a capacity not over 80 fluid ounces, of aluminium.

SURINAM

Modification of import duties

THE NETHERLANDS *'ECONOMISCHE VOORLICHTING'* No. 4 of January 26, 1967, reports that the Surinam authorities have issued a Decree dated December 19, 1966, by virtue of which certain import duties have been modified with effect from December 20, 1966.

The import duties on soda-biscuits ['soda-beschuit'] or crackers, without added sugar, honey, eggs, cheese, fruit, colouring materials or flavouring materials, is *decreased* from 40 per cent *ad val* to 25 per cent *ad val* (revised tariff heading 19.05 b).

The import duties are *increased* on the following items:

(1) Crushed or broken stone, macadam, pebbles and gravel (from 5 per cent *ad val* to 20 per cent *ad val* (tariff heading 25.06 c));
(2) Slippers and similar footwear with outer soles and uppers of rubber or artificial plastic material (from 30 per cent *ad val* to 30 per cent *ad val PLUS* Surinam florins 0.50 per pair (revised tariff heading 64.01 a));
(3) Parts of slippers and similar footwear classified under 64.01 (from 5 per cent *ad val* to 30 per cent *ad val PLUS* Surinam florins 0.25 per unit (revised tariff heading 64.04 b)).

THAILAND

Interest rate on sterling import bills

IT HAS BEEN agreed with the Thai Bankers' Association that interest on sterling import bills will be reduced from 8½ per cent to 8 per cent per annum, and will apply to all sterling bills received on or after Monday, January 30, 1967.

SINGAPORE

Removal of import restriction

THE BOARD OF TRADE has received Singapore *Government Gazette* dated January 24, 1967, which amends the schedule to the Prohibition of Imports (Malaysian Common Market) Notification, 1965, by deleting the following item:

073 000 Chocolate and other food preparations containing cocoa.

This means that the goods concerned are no longer subject to specific import licensing and quantitative restriction.

The schedule to the Notification mentioned above appeared in the *Board of Trade Journal* dated October 22, 1965, page 998.

CANADA

Customs tariff amendments and extensions

THE CANADIAN Government have issued Order in Council P.C. 1967-133 dated January 26, 1967, making certain changes and extensions in the Canadian Customs Tariff, effective on February 1, 1967, which are listed below. Additions to the tariff are shown in italics.

SCHEDULE A

Tariff Item		British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
12310-1	Frozen tuna loins for use in the manufacture of canned tuna (Expires January 31, 1968)	Free	Free	30%
19245-1	Rope paper for use in the manufacture of coated abrasive paper (Expires January 31, 1968)	Free	5%	35%
20315-1	Solutions of aniline dyes with or without dissolving salts, adapted for dyeing, for use in Canadian manufactures (Expires January 31, 1968)	Free	Free	10%
20320-1	Pigments, with or without dispersing agents, whether or not in aqueous dispersion, binders therefor; inks, binders therefor; for use in the coating, colouring or printing of textiles (Expires January 31, 1968)	Free	Free	25%
20325-1	Coal tar bases or salts in solvents for use in the manufacture of coal tar dyes in the dyeing of textiles (Expires January 31, 1968)	Free	Free	25%
20330-1	Coal tar bases or salts with or without surface active agents for use in the manufacture of coal tar dyes (Expires January 31, 1968)	Free	Free	Free
20335-1	Solutions of dyes containing methyl alcohol for use exclusively in the colouring of coated surfaces per gallon and (Expires January 31, 1968)	5 cts.	5 cts.	$3·00 30%
21615-1	Diacetoneketogulonic acid for use in the manufacture if ascorbic acid (Expires January 31, 1968)	Free	Free	25%
21640-1	Glutamic acid, crude, for use in the manufacture of monosodium glutamate (Expires January 31, 1968)	Free	Free	25%
22040-1	Mixtures of formaldehyde, methyl alcohol and the hemi-acetal of methyl alcohol for use in Canadian manufactures (Expires January 31, 1968)	20%	20%	30%
23810-1	*Cocoanut shell charcoal for use in the manufacture of activated carbon* (Expires January 31, 1968)	Free	Free	25%
24625-1	Daylight fluorescent pigments, dry, without admixture, for use in Canadian manufactures (Expires January 31, 1968)	Free	Free	22½%
26320-1	Ethylene dibromide and sodium for use in the manufacture of tetraethyl lead, tetramethyl lead, mixed ethylmethyl leads, and compounds of all the foregoing (Expires January 31, 1968)	Free	Free	25%
26910-1	Alkyl aryl hydrocarbons, unsulphonated, for use in the manufacture of synthetic detergents per gallon (Expires January 31, 1968)	Free	Free	1ct.
31215-1	Yarns, wholly or in part of asbestos, for use in the manufacture of clutch facings and brake linings (Expires January 31, 1969)	7½%	12½%	25%
34730-1	Bars, rods, sheet, strip, wire, forgings, castings and tubes, seamless or welded, of zirconium or zirconium alloys for use in the manufacture of nuclear power reactors, including fuel components (Expires January 31, 1968)	Free	Free	25%
34735-1	Tubing of titanium or titanium alloys, *not including welded tubing three-quarter inch or one inch in outside diameter*, for use in Canadian manufactures (Expires January 31, 1968)	Free	Free	25%

(*Continued on next page*)

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CANADA, *continued*

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
35235-1	Centrifugally cast bronze shells or tubes not further manufactured than turned and bored longitudinally, of a size not made in Canada, for use in the manufacture of rolls for papermaking machinery (Expires January 31, 1969)	7½%	7½%	30%
	Aluminium and alloys thereof:			
35310-1	Granules, cut from ingots, for use in the manufacture of cleaning compounds per pound (Expires January 31, 1968)	Free	1¼ cts.	5 cts.
35415-1	Aluminium or aluminium alloy, covered aluminium alloy wire or rod, 0·375 inch or less in diameter, for use in the manufacture of wire less than 0·25 inch in diameter (Expires January 31, 1968)	Free	Free	30%
36805-1	Clock cases of moulded synthetic resins for use in the manufacture of electric clocks but not less than, each (Expires January 31, 1968)	15%	30%	35% 50 cts.
38235-1	Sheet or strip of iron or steel, hot- or cold-rolled, not more than 0·125 inch in thickness, with cutting edge on one or both sides, for use in the manufacture of cutting dies (Expires January 31, 1968)	5%	15%	35%
38245-1	Sheet of iron or steel, coated or not, corrugated and notched, for use in the manufacture of elements for air preheaters (Expires June 30, 1967)	Free	12½%	35%
	Wire, of steel:			
40309-1	Spring steel music wire, coated or not, having a tensile strength of not less than 230,000 pounds per square inch, for the manufacture of mechanical springs (Expires January 31, 1968)	12½%	12½%	30%
41440-1	Parts for use in the manufacture of the goods enumerated in tariff item 41410-1 (Expires January 31, 1968)	5%	7½%	25%
42768-1	Parts for use in the manufacture of machines commonly known as front-end loaders (Expires January 31, 1968)	Free	*Free*	30%
42780-1	*Rotor sectors and heat exchanger elements, whether assembled or not, for use in the manufacture of mechanical air preheaters* (Expires June 30, 1967)	Free	12½%	35%
42830-1	Diesel and semi-diesel engines, torque converters and hydraulic couplings, and parts thereof, for use in the manufacture of rotary air compressors, power shovels, power graders or scrapers and snowblowers (Expires January 31, 1969)	Free	7½%	30%
42855-1	Diesel engines and gasoline internal combustion engines with a displacement of more than 400 cubic inches, for use in the manufacture of airport sweepers (Expires January 31, 1969)	Free	7½%	30%
43225-1	Stainless steel bottom, body, and neck parts, finished or not, for milk cans, not including handles, for use in the manufacture of stainless steel milk cans (Expires January 31, 1968)	Free	5%	35%
43855-1	Sheet or strip of iron or steel, hot- or cold-rolled, for use in the manufacture of seat belt floor fittings and buckles for motor vehicles (Expires October 31, 1967)	Free	Free	25%
43857-1	Parts for use in the manufacture of differential carrier head assemblies for two-speed rear axles with a rated capacity of 15,000 pounds or over for motor vehicles (Expires January 31, 1969)	Free	Free	27½%
43879-1	Stainless steel sheet or strip, hot- or cold-rolled, with chromium content of not less than 10% nor more than 14%, for use in the manufacture of mufflers, tail pipes or exhaust pipes for motor vehicles (Expires January 31, 1968)	Free	Free	25%
43881-1	Steel spring wire, square edge, 0·058 inch or more in thickness, not more than 0·200 inch in width, with tolerance not to exceed 0·002 inch on either thickness or width, having a tensile strength of not less than 100,000 pounds per square inch nor more than 110,000 pounds per square inch, for use in the manufacture of snap rings for motor vehicles (Expires January 31, 1968)	Free	Free	20%
43882-1	Steel wire, RA-7202 helical vertebrae special shaped, for use in the manufacture of brake cables for motor vehicles (Expires January 31, 1968)	Free	Free	20%
43883-1	Steel spring strip, annealed, 0·150 inch in thickness with tolerance not to exceed 0·001 inch, one and fifteen-sixteenth inches in width, for use in the manufacture of shaft locks for motor vehicles (Expires January 31, 1968)	Free	Free	25%
43886-1	*Vinyl monofilament ribbon yarns, 0·005 inch in thickness and 0·05 inch in width, for use in the manufacture of windlace for stormtrip for motor vehicles* but not less than, per pound (Expires January 31, 1968)	Free	Free	35% 28 cts.
43889-1	Welded steel tubing, four inches outside diameter and larger, for use in the manufacture of drive shafts used as original equipment in the manufacture of motor vehicles (Expires January 31, 1968)	Free	Free	30%
43895-1	Welded steel tubing, drawn after welding to three-eighths inch outer diameter or smaller, with wall thickness not less than 0·042 inch, for use in the manufacture of push rods for motor vehicles (Expires January 31, 1968)	Free	Free	30%
43897-1	Steel spring wire, square edge, 0·045 inch or more in thickness with tolerance not to exceed 0·002 inch, not more than 0·312 inch in width with tolerance not to exceed 0·006 inch, for use in the manufacture of retainer rings for motor vehicles (Expires January 31, 1968)	Free	Free	20%
43898-1	Chloroprene rubber, unmanufactured, for use in the manufacture of parts, and accessories and parts thereof, except tyres and tubes, for passenger automobiles, buses, motor trucks, ambulances or hearses, or chassis therefor (Expires January 31, 1968)	Free	Free	5%
43899-1	Chromed mirror glass, not further processed than cut into rectangles, for use in the manufacture of rear view mirrors used as original equipment in the manufacture of motor vehicles (Expires January 31, 1968)	Free	Free	30%
44556-1	Parts, and commutator blanks, for use in the manufacture of commutators (Expires January 31, 1968)	Free	7½%	30%
44560-1	Lamp bases of metal, of a class or kind not made in Canada, for use in the manufacture of incandescent electric lamps for motor vehicles (Expires January 31, 1969)	Free	Free	30%
44646-1	Hemispherical steel heads, flanged or not, having an inside diameter of *over* 36 *inches but not more than* 48 *inches*, for use in the manufacture of steel storage tanks for liquefied petroleum gas (propane, butane or a mixture of the two) (Expires January 31, 1969)	Free	7½%	35%
52220-1	Woven fabrics, whether coated or not, for use in the manufacture of card clothing for textile machinery (Expires January 31, 1969)	Free	Free	35%
59740-1	Materials and parts for use in the manufacture of phonograph needles (Expires January 31, 1968)	Free	5%	30%
68120-1	Residues resulting from the processing abroad of uranium metal, salts or oxides of Canadian origin, for use in Canadian manufactures (Expires January 31, 1968)	Free	Free	25%
82300-1	Metal alloy slugs, cast, with diamonds or diamond chips embedded therein, of any size or shape, in condition as from the mould, for use in Canadian manufactures (Expires January 31, 1969)	Free	Free	Free
85100-1	Materials for use in the manufacture of synthetic rubber (Expires January 31, 1968)	Free	Free	Free

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Swivelling and fixed type nozzles, up to and including 91 inches inside diameter for ship's main propulsion systems, designed to be mounted around the propeller for the purpose of increasing thrust and/or improving manoeuvring ability.

(Ruling effective March 3, 1967.)

The above ruling is contained in Canadian Department of National Revenue Memorandum D51-28-1, dated January 31, 1967.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of January 20 issue.

Investigation of imports of watches, movements and parts—Report

NOTICE was given in the *Board of Trade Journal* of April 23, 1965, of an investigation by the United States Office of Emergency Planning to determine whether watches, movements or parts were being imported into the United States in such quantities or under such circumstances as to threaten to impair the national security.

The report closing this investigation which was made public by the Director of the OEP on January 11, 1967, concluded that imports of watches, movements and parts did not threaten to impair the national security.

It further concluded that the domestic watch manufacturers would be likely to continue production of defence materials for the foreseeable future, that the non-horological industry had and would continue to have a role in the production of essential military timing devices, and that horological-type defence items would continue to be available from one source or another without regard to the level of imports of watches, movements, and parts.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397.)

Carpets—tariff investigation

THE UNITED STATES Tariff Commission, upon a petition filed on behalf of the domestic industry concerned, has instituted an investigation in connection with the preparation of advice to the President as to the probable economic effect that an automatic termination of the increased rates of duty imposed in 1962 on Wilton (including brussels), velvet (including tapestry) and similar floor coverings would have on the industry in the United States. The increased rates of duty which followed an escape-clause investigation by the Tariff Commission will automatically terminate on October 11, 1967, unless extended by the President.

A public hearing, which has been requested by the petitioner in connection with this investigation, will be held at 10 a.m. on April 18, 1967, in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington, D.C. Requests to appear must be filed in writing with the secretary of the Tariff Commission at least three days in advance of the hearing.

The petition filed in this case is available for inspection at the office of the Secretary of the Tariff Commission in Washington and at the New York City Office of the Tariff Commission (and also in the Board of Trade at the address below).

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3365).

Initial motor vehicle safety standards

A NOTICE IN the *Board of Trade Journal* of December 16, 1966, announced proposed initial motor vehicle standards and the invitation by the United States Department of Commerce to comment on the proposals by January 3, 1967.

On February 1, 20 initial standards were announced which will apply to all domestic and foreign motor vehicles manufactured after January 1, 1968, for sale in the United States. An *exception* to January 1, 1968, is the standard for seat belt assemblies which applies to assemblies manufactured on or after March 1, 1967. However, the standard requiring that cars be fitted with seat belts does not become effective until January 1, 1968. Nineteen of the 20 standards apply to passenger cars; some apply to multipurpose vehicles, trucks, trailers, buses, motor cycles. A petition for reconsideration of any of the 20 standards as published may be submitted not later than March 1, 1967, by any person who will be adversely affected. Any petition has to be filed in 20 legible copies and should contain a concise statement of the petitioner's contentions and underlying matters of fact, law or policy. Matters of fact not already in the record and introduced in the petition will be considered only if accompanied by a showing that there were reasonable grounds for failure to adduce them before the end of the period for comments on the notice of rule-making.

Amendments to standards. Amendments are proposed to the following standards:

No. 103 Windshield defrosting and defogging – passenger cars and multipurpose vehicles.
104 Windshield wiping and washing systems – passenger cars.
105 Hydraulic service brake, emergency brake and parking brake systems – passenger cars.
108 Lamps, reflective devices and associated equipment – multipurpose passenger vehicles, trucks, trailers, and buses, 80 or more inches wide overall.
201 Occupant protection in interior impact – passenger cars.
206 Door latches and door hinge systems – passenger cars.

Proposed additional standards. Additional standards are proposed as follows:

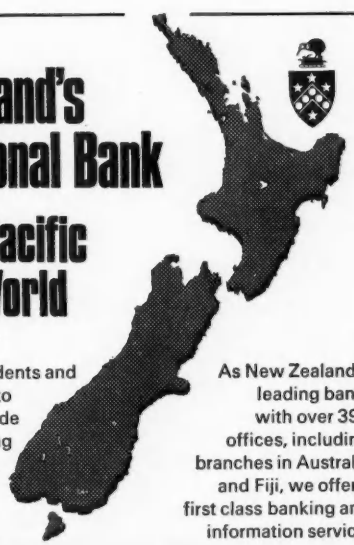
No. 109 New pneumatic tyres – passenger cars.
110 Tyre selection and rims – passenger cars.
112 Lamps, reflective devices and associated equipment – passenger cars; motor cycles; and multipurpose passenger vehicles, trucks, trailers, and buses, less than 80 inches wide overall.
202 Head restraints – passenger cars.

Comments to the National Traffic Safety Agency, United States Department of Commerce, Room 3807, Washington, D.C. 20330, are invited from interested persons by the following dates:

March 9, 1967, Nos. 105, 109, 110.
April 10, 1967, Nos. 103, 104, 108, 112.
May 9, 1967, Nos. 201, 202, 206.

Inquiries regarding proposed amendments, etc., may be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3365).

(*Continued on next page*)



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UNITED STATES, *continued*

Ceramic floor and wall tiles

A NOTICE IN the *Board of Trade Journal* of November 4, 1966, announced an investigation by the United States Tariff Commission into the conditions of competition in the United States between ceramic floor and wall tiles (glazed and unglazed and including trim) produced in the United States and in foreign countries.

The Tariff Commission has arranged a public hearing in connection with this investigation for May 9, 1967, beginning at 10 a.m., in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W. Washington, D.C.

Interested persons wishing to appear or to be heard at the hearing should notify the Secretary of the Commission in writing at least three days in advance of the date of the hearing.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 2877, Ext. 2397).

JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purpose of the above Jamaican law:

(a) Coconut shell granules and coconut shell flour.
(b) Activated and other carbons made from coconut shells.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated November 18, 1966, page 1305.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department. 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

BARBADOS

Industrial Incentives Act, 1963

THE FOLLOWING products have been declared 'approved products' for the purposes of the Barbados Industrial Incentives Act, 1963:

Fibre, vinegar, copra.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated September 9, 1966, page 662.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission (Commercial Dept.), PO Box 676C, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

URUGUAY

Imports of motor vehicles

UNDER THE TERMS of a Uruguayan Government Decree approved on January 4, motor-car importers have been authorized to import ckd vehicles for local assembly provided credit terms from abroad of not less than 180 days can be obtained.

Prior deposits

HM EMBASSY at Montevideo report that under the terms of Bank of the Republic Circular No. 72/8 of January 10 all imports of capital goods for investment projects which have been financially supported by the Development Promotion Department of the Bank of the Republic, have been exempted from the payment of additional prior deposits.

Aforos

ACCORDING TO Uruguayan Decree No. 19/967 of January 11 the 'aforo' (i.e. customs assessment value) for aqueous solutions of synthetic rubber has been fixed at Ur.$63.60 per kilo.

ECUADOR

Exemptions from import duties

IT HAS BEEN reported by HM Embassy in Quito that Decree No. 1544 of November 10, exempts radio transmitting equipment of 10 kW and over and television equipment of any size imported by radio and television undertakings from the payment of import duties.

The Decree also provides for exemption of 80 per cent of import duties for certain broadcasting equipment and accessories including professional tape-recording and record-playing equipment, certain components used in modulator circuits, power transformers, transmitting and rectifier valves, quartz crystals, co-axial cables, transmitter towers and spare parts for TV transmitting stations.

The duty concessions will not come into force until regulations containing the technical specifications of the equipment involved have been published.

Imports exempted under this decree will be subject to the surcharges introduced in May of last year and reported in the *Board of Trade Journal*, of July 15, 1966.

PERU

Amendments to import tariff

IT HAS BEEN reported in the Peruvian Journal *El Peruano* of January 7, 1967, that Supreme Resolution No. 16-H has modified the nomenclature and duties of the undermentioned items of the Import tariff to read as follows:

Item No.	Description	Tariff Unit	Specific duty Soles	Additional duty *ad val.*
69.10	Sinks, wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings:			
1	White:			
1.01	Of common clay	Kg.	15·00	30%
1.02	Of stoneware	Kg.	15·00	30%
1.03	Of earthenware	Kg.	15·00	30%
1.99	Other	Kg.	15·00	30%
2	Of other colours:			
2.01	Of common clay	Kg.	30·00	30%
2.02	Of stoneware	Kg.	30·00	30%
2.03	Of earthenware	Kg.	30·00	30%
2.99	Other	Kg.	30·00	30%

This decree comes into force on the day of publication in *El Peruano* (i.e. January 7, 1967).

In respect of imports waiting for customs clearance, or in transit to the country on the date of operation of this resolution, a specific duty of 5.00 soles per gross kilo plus 30 per cent *ad valorem* shall be applied on customs clearance provided a request for customs clearance is received within 15 days of their arrival in Peru.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

COLOMBIA

Import regulations

IT HAS BEEN reported by HM Embassy at Bogota that, on December 19, 1966, the Colombian Government issued Decree No. 3050, the provisions of which are as follows:

Article 1

The text and duties of the undermentioned Tariff Headings are modified as follows:

Tariff Heading	Description	Duty
30.03	Medicaments (including veterinary medicaments):	
B	Put up in measured doses or put up for retail sale:	
V	Other:	
b	For medicinal purposes:	
1	For parental administration:	
	aa Insulines	5%
	bb Other	35%
2	Other	40%
49.01	Printed books, booklets, brochures, pamphlets and leaflets:	
A	Bound in velvet, mother of pearl, ivory, tortoise shell, guttapercha, wood celluloid or metal, or with trimmings of or inlaid with such materials	50%
B	Other:	
I	Technical, scientific and educational, liturgical, braille and the like:	
a	Technical, scientific and educational	Free
b	Liturgical	Free
c	Braille and the like	Free
II	Other:	
a	Books	Free
b	Booklets and similar printed matter	Free
c	Comic books and the like	100%
d	Horoscopes	100%
e	Other	Free
70.08	Safety glass consisting of toughened or laminated glass, shaped or not:	
A	Curved:	
I	Toughened	30%
II	Laminated (triplex, etc.)	30%
B	Of other shapes:	
I	Toughened	100%
II	Laminated (triplex, etc.)	100%
84.41	Sewing machines (for textiles, leather, footwear, etc.), including furniture specially designed for sewing machines; sewing machine needles:	
A	Complete machines, whether or not assembled	100%
B	Sewing machine heads, whether or not assembled:	
I	For domestic use	100%
II	Other	50%
C	Furniture and parts thereof	100%
D	Needles	30%
E	Parts and components	50%
90.07	Photographic apparatus; flashlight apparatus for photography or cinematography:	
B	Other apparatus:	
III	Apparatus for specific industrial or professional uses	40%

Article 2

Goods coming under Tariff Headings 84.41A and 84.41B.I will pay an additional duty of 25 per cent during 1966, of 15 per cent from January 1 to December 31, 1967, and of 5 per cent from January 1 to December 31, 1968.

Article 3

The Introductory Notes of Chapter 38 of the Tariff are supplemented with the following Additional Note:

Additional Note: Chemical products which constitute active ingredients in the manufacture of insecticides, fungicides, weed-killers and the like, which are classifiable under Tariff Heading 38.19, will pay a duty of 2 per cent subject to the prior favourable decision of the Ministry of Agriculture and classification by the Tariff Division of Customs.

Article 4

Article 1 of Decree 229 of 1966 will read as follows:

Article 1 of Decree 229

Motor vehicles, complete or incomplete, imported unassembled by duly authorized who have concluded an assembly or manufacturing contract with the National Government, will pay the following duties:

Tariff Heading	Duty
87.02 A.II.a	115 per cent
87.02 A.II.b	175 per cent
87.02 A.II.c	225 per cent

Article 5

The word 'inclusive' in the text of Tariff Headings 87.05 A and 87.05 B.I is substituted by 'excluding' (not including).

Article 6

The term established in Article 2 of Decree 2161 of 1966 is extended to March 31, 1967, inclusive.

Article 7

This decree is in force from date of issue.

CHILE

Import regulations

IT WAS REPORTED in the *Board of Trade Journal* of December 23, 1966 – pages 1599 to 1603 – that certain items were on the Chilean 'free' list and were *not* affected by regulations published in the *Board of Trade Journal* of January 14, 1966 (page 100). It has since been realized that, in fact, the following list of goods are *not* on the 'free' list and *are* governed by the regulations for payment of goods which figure on a special list. Regulation 1 fixed a period of 60 days (from the date of the bill of lading) within which forward exchange contracts must be made for payment of the following goods mentioned:

Section	Group	Item
XII	66	Motor cars and station wagons, in the strict sense of the terms, of any type, with passenger capacity up to 90 persons by factory specification. Bicycles, assembled or unassembled. Buses, with coachwork, with seating capacity for 15 or more passengers, excluding the driver, as per factory specifications, and with access to the seats by an inside passage. Complete motor lorries, with coachwork, of any type – 1,500 kg. or more useful load. Pick-ups, with driver's cabin and pick-up body with a capacity of up to 750 kg. useful load and room for up to 3 passengers seated in the cabin. Pick-ups, with double cabin, with room for up to 6 persons seated, and pick-up body with a minimum of 500 kg., useful load and a maximum of 1,500 kg., useful load. Low speed trailers. Chassis for cars and station wagons. Chassis for buses, without cabin, assembled or unassembled, with more than 1,500 kg., useful load, as per factory specifications. Chassis for pick-ups assembled or unassembled of up to 750 kg., inclusive useful cargo load, as per factory specifications. Chassis for pick-ups of over 750 kg., and up to 1,500 kg., capacity. Chassis for taxibuses, without cabin, assembled or unassembled, with cargo capacity from 1,500 to 4,000 kg., as per factory specifications. Vans up to 750 kg., useful load. Vans, from 750 to 1,500 kg., useful load. Vans of more than 1,500 kg., useful load. Minicars. Motor-cycles and scooters, assembled. Bicycle tyres. Pieces and parts for bicycles – made of rubber. High-speed trailers and semi-trailers, with or without coachwork with more than 1,500 kg., useful load capacity. Spare parts for bicycles: hubs, pedals, steering parts, axle parts and pins, brake parts, brake cables and their covers, cotters, valves for inner tubes, wheel rims and frame joints. Spare parts for coachwork of motor vehicles: front and rear mudguards, bonnet, doors, luggage boot lids and fenders. Side cars.

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentage of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated.

Section	Group	Item	Tax/Deposit
IV	18	Condiments for the preparation of preserved meats and other similar victuals	Dep. 10,000%
IX	46	Sodic succinate of styrol, lyophilized, for injections	6
		Ecothiophate iodide, in vials with sterile solvent	6
		Solution of 50% sodium octylphenoxyethylether sulphonate, 3% hexachlorethane and 47% inert substances in sterile 150 c.c. containers	51
		Surgical products of lyophilized and sterile animal origin for graftings	6
X	55	Bands or strips of aluminium, flexible, elastic, painted or unpainted, for making venetian blinds, of 50 mm. width and 0.18 to 0.27 mm. thickness	200
XII	66	Chassis with drivers' cabins for lorries, with not more than 158 in. distance between axles; fitted with hydraulic tipping mechanism but no hoppers; weighing more than 25,000 lbs. gross; and chassis with drivers' cabins for use off roads, with 4-wheel drive, without hoppers, weighing more than 25,000 lb. gross	Dep. 10,000%
XIII	81	Spare parts for cigarette lighters	100

Temporary import concessions

HM EMBASSY in Santiago has reported that by two Decrees, Nos. 2544 and 2509 of the Ministry of Finance, which were promulgated in the *Official Gazette* on January 6 and January 10 respectively, the customs duties and *ad valorem* tax on coal in bulk, dolomite in

CHILE, *continued*

drums, calcined magnesite, crude dolomite in bulk, ingots of tin, ingots of zinc, refractory bricks and rollers for the steel industry (Decree 2544) and also on ethyl alcohol (Decree 2509) were suspended until March 31, 1967.

Also by Decree No. 2537 of the Ministry of Finance, which was promulgated in the *Official Gazette* on January 10, the customs duties and *ad valorem* tax on ckd coachwork for small buses were reduced by 50 per cent until July 9, 1967.

VENEZUELA

Import licensing restrictions and tariff increase

THE VENEZUELAN Ministries of Finance and Development have published a resolution dated January 11 introducing import licensing restrictions and tariff increase on certain types of hoops and strips.

Tariff No.	Description	Duty in Bolivars
681-06-03	Strips whether coated or not.	
681-06-03-1	Coated with precious metals.	
	(a) Silver plated	8·00
	(b) Gold	5·00+100% *ad val.*
	(c) Platinum	5·00+25% *ad val.*
681-06-03-2	From 0·10 to 1·20 millimeters thickness, with 0·30 to 8 millimeters width and of any length (4)	0·0005
681-06-03-3	Polished or coppered	1·20
4	Nickeled or chromed	2·00
5	Unspecified	0·005
681-12-02-3	Otherwise coated (4)	0·005
3A	Suppressed	
3B	Suppressed	

Note: (4) Subject to import licensing.

Import licensing restrictions on locks

THE VENEZUELAN Ministries of Finance and Development have published a resolution dated January 11 imposing import licensing restrictions on locks under the following tariff definitions:

699-18-01-6A
699-18-02-3A
699-18-03-3A
699-18-04-3A

The resolution comes into effect from the date of publications for those items going by sea or by mail (January 12). Exempt from this requirement are those consignments covered by Consular invoices or bills of lading dated on or before the effective date of this resolution. For deliveries by air the resolution comes into effect on January 22.

Import duty increase

THE VENEZUELAN Ministeries of Finance and Development have increased the duty on rubber gloves for medical, domestic and surgical use.

Tariff No.	Description	Duty in Bolivars
629-09-3	Rubber gloves	
629-09-03-1	For medical or surgical use	20
629-09-03-2	For industrial and domestic use	16
629-09-03-3	Not specified	16

The resolution enters into effect 15 days after publication i.e. January 27, 1967.

ARGENTINA

Modifications to the tariff

ARGENTINE Decree No. 4295 of December 13, 1966, modifies the Argentine Tariff as follows:

The text under Tariff Position 70.11.00.01 is modified to read as follows:

'Glass envelopes or bulbs for the manufacture of cathode ray tubes (TRC and image) without internal covering process.'

The following item under Tariff Position 70.11.00.09 is now included in the Tariff:

'Glass envelopes or bulbs for the manufacture of black and white cathode ray tubes (TRC and image) with internal covering process, such as metallized, coated with fluorescent substances, lacquer, graphite, etc., 175 per cent.'

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Assets and liabilities of HP companies (Q)	18 Nov. 1966
Business (M)	This week
Industrial building provisional figures (Q)	27 Jan. 1967
Industrial production:	
Index nos. (M)	27 Jan. 1967
N. Ireland index (M)	20 Jan. 1967
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Dec. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	13 Jan. 1967
Machine tools deliveries and orders (M)	20 Jan. 1967
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	6 Jan. 1967
Deliveries (Q)	4 Nov. 1966
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	23 Dec. 1966
Motor trades turnover (M)	3 Feb. 1967
Nationalized industries overdrafts (M)	3 Feb. 1967
Partnerships registered (A)	4 Feb. 1966
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	2 Dec. 1966
Retail prices index (M)	20 Jan. 1967
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	3 Feb. 1967
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	20 Jan. 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	13 Jan. 1967
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textiles orders and deliveries (M)	20 Jan. 1967
Cotton production (M)	20 Jan. 1967
Wholesale houses sales (M)	20 Jan. 1967
Wool exports (Q)	26 Aug. 1966
Wool output (M)	20 Jan. 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	27 Jan. 1967
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	13 Jan. 1967

Board of Trade Departments, etc. Subject	Last published
Board of Trade addresses	13 May 1966
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	20 Jan. 1967
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	25 Nov. 1966
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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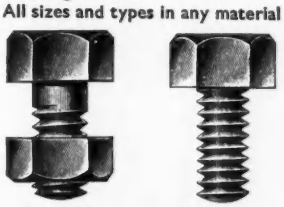

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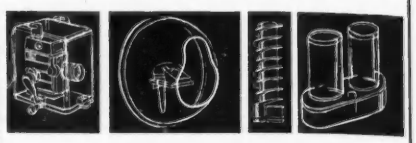

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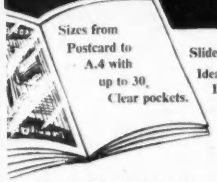

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